

THE AMERICAN ELEVATOR AND GRAIN TRADE

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VOL. XLIV 431 South Dearborn Street, Chicago, Ill., December 15, 1925 NO. 6

Of Course

We want your business but we want it on a basis that will pay you as well as ourselves. We want it because we have proper facilities for handling it.

Don't be satisfied with slow returns or poor service; send your shipments to

McKENNA & DICKEY

GRAIN

60 Board of Trade
CHICAGO

GRAIN DRIERS
FEED MIXERS
FEEDERS
STEAM COILS
COOKERS
MOLASSES HEATERS
SPECIAL DRY-



THE ELLIS DRIER COMPANY

1201-1229 So. Talman Avenue

ROTARY DRIERS
TRUCK DRIERS
STERILIZERS
FANS
STEAM TRAPS
OAT BLEACHERS
ING APPARATUS

CHICAGO, U. S. A.

WHY-A-LEAK —STOP IT—

BAD ORDER CARS

cause the loss of many hard earned dollars to shippers of grain and seed.

MUCH OF THIS LOSS can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected.

KENNEDY SYSTEM of car liners prevents leakage in transit and are made for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

WILL YOU NOT give us an opportunity to submit full details of our system and the low cost for this protection?

THE KENNEDY CAR LINER & BAG COMPANY

SHELBYVILLE, IND.

Canadian Factory at Woodstock, Ontario

GRAIN ELEVATOR FOR SALE

With Storage Tanks

Warehouse and Feed Plant.

In Chicago Switching District

Ground area 200 ft. by 217.8 ft.

The entire properties can be profitably operated as a combination elevator and feed plant or as separate units.

Immediate Possession

S. T. EDWARDS & CO.

Feed System Engineers

110 S. Dearborn St.

Chicago



"THE CLIMAX" SCOOP TRUCK

CAPACITY { 200 Lbs. Coal
 { 2½ Bushels Grain

Can easily add Twenty-Five cents an hour to the value of a man's time who uses it in unloading Coal or Grain from box cars.

Hence, in two weeks' use the Scoop-Truck will pay for itself and cost you nothing for its use thereafter.

It will last for years and save the wearing out of a dozen common scoops in doing a like amount of work. Hundreds have tried it and will certify to the truth of these statements.

Why not order now and let the Scoop-Truck be giving itself to you?

Patented July 30, 1907

PRICE: \$15.00 F. O. B. cars at factory

Detroit Scoop Truck Co., 993 Osborne Place, Detroit, Mich.

J. C. BLAYLOCK
President

H. S. KNAPP
Sec'y and Treas.

LAKE VIEW IRON WORKS

1226-1236 School Street

Fabricators of all Classes of Steel and Iron

We specialize in steel for grain elevator construction work.

Marine Towers—Hoppers—Stairs, Etc.

General Offices: 53 W. Jackson Blvd., Chicago, Ill.

Reliance Construction Company

Furnish Plans, Estimates and Build
COUNTRY GRAIN ELEVATORS

Our long experience as a builder of elevators insures you an up-to-date house. Write today.

Board of Trade Building,

INDIANAPOLIS, IND.

JONES-HETTELSATER CONSTRUCTION CO.

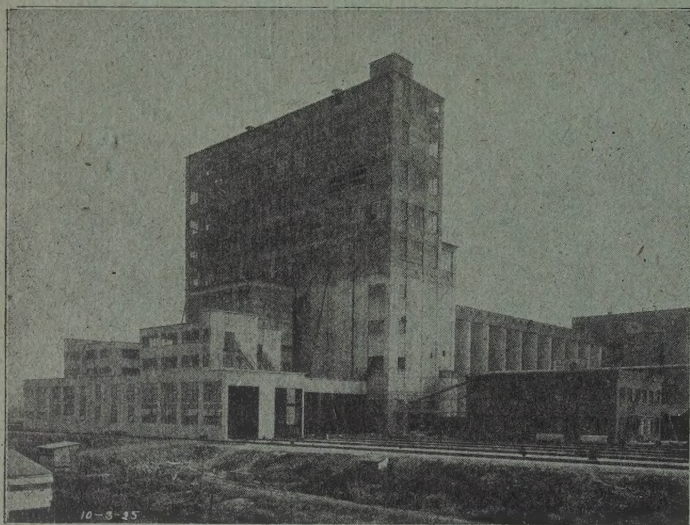
Designers and Builders

**MILL BUILDINGS :: ELEVATORS
FEED PLANTS**

708-9 Mutual Building, Kansas City, Mo.

26 YEARS A CUSTOMER

The Atchison Topeka & Santa Fe Railroad Company has installed



The Santa Fe Elevator, Argentine, Kansas.
Hess Drying Capacity, 95,000 Bushels Daily.

HESS GRAIN DRIERS

as follows:

- 1899 at Santa Fe Wood Street Elevator, Chicago.
- 1905 at Santa Fe Elevator, Kansas City, Kansas.
- 1906 Wood St. Drier moved—and duplicate drier added, Chicago.
- 1916 Drier at (Argentine) Kansas City, Kansas. increased 300 per cent.
- 1925 Santa Fe Elevator at Argentine. New large drier, again increasing capacity.

HESS WARMING & VENTILATING COMPANY

1210 S. Western Ave., Chicago

The

Key to Successful Operation

Be sure that the engineer in charge has specified Super-Service belting if you want an economical, fast working elevator.



One of the belt conveyors in the new Murray Elevator at Kansas City, Mo., which is served by 2,000 feet of SUPER-SERVICE Rubber Belting.

Super-Service Belts embody the skill of long experience in belt making and are the product of manufacturing facilities having a reputation for superiority of fifty-five years duration.

Super-Service Belts last longer, give greater satisfaction and are the best buy in grain elevator belting that can be secured.

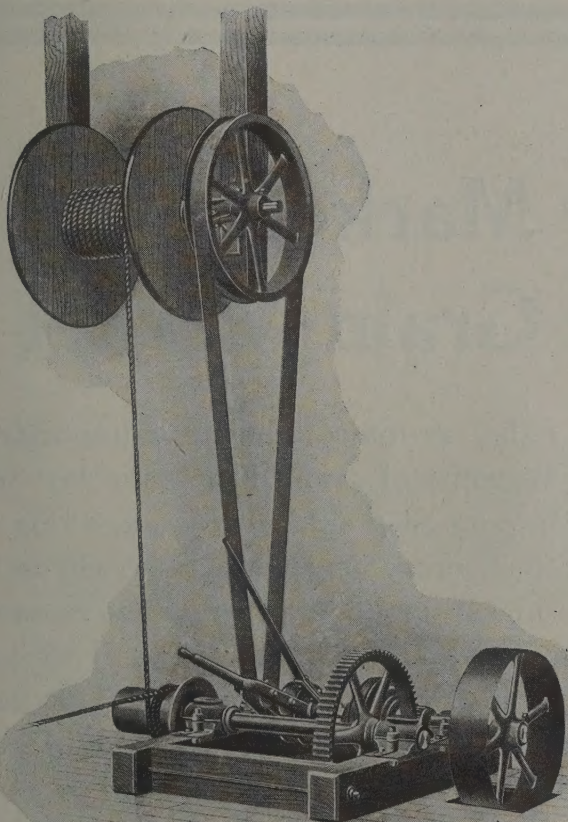
Hamilton Rubber Manufacturing Co.

Factories: TRENTON, N. J.

Branches: Chicago, New York, Philadelphia

Nordyke & Marmon Company

POWER CAR PULLER



For convenience in spotting empty cars and moving single or trains of loaded cars, the Nordyke & Marmon Company Spur Gear Car Puller, pictured above, will be found most useful and dependable.

It is built in three sizes ranging in capacity from one to twenty loaded cars on level track, and is supplied either with or without rope winding spool and attachments. Plain jaw or friction clutch release on drive shaft is optional.

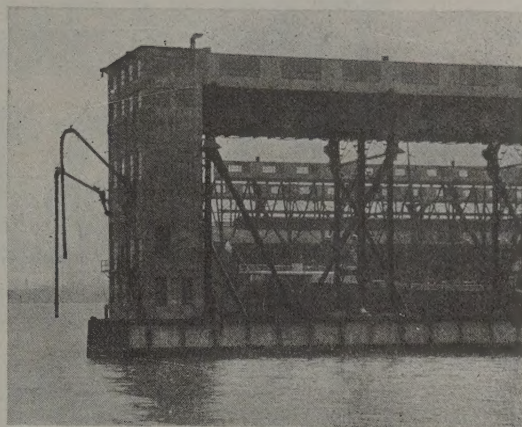
NORDYKE & MARMON COMPANY

Established 1851

Indianapolis

Indiana

AMERICA'S LEADING MILL BUILDERS



Airveyor Marine Tower of the Baltimore and Ohio Terminal Elevator, Baltimore, Maryland.

The Airveyor is the standard pneumatic conveying system for grain.

Designed and installed by the

Guarantee Construction Company

139 Cedar Street, New York City

Send us your inquiries

MILL MUTUAL SERVICE

THE Mutual Fire Prevention Bureau

230 East Ohio Street

Chicago, Illinois

was organized and is maintained by the Mill Mutual Fire Insurance Companies listed below that those insuring with the Mill Mutuels may have the best possible expert service.

Millers National Insurance Company, Chicago, Ill.
Western Millers Mutual Fire Insurance Co., Kansas City, Mo.
Ohio Millers Mutual Fire Insurance Co., Chicago, Ill.
Michigan Millers Mutual Fire Insurance Co., Lansing, Mich.
Mill Owners Mutual Fire Insurance, Des Moines, Iowa.
Millers Mutual Fire Insurance Company, Harrisburg, Pa.
Millers Mutual Fire Insurance Company, Fort Worth, Tex.
Pennsylvania Millers Mutual Fire Insurance Co., Wilkes-Barre, Pa.
Millers Mutual Fire Insurance Association, Alton, Ill.
Grain Dealers National Mutual Fire Insurance Co., Indianapolis, Ind.

INDIANAPOLIS

Indianapolis—Your Market—A Three Times Greater Grain Market

Indianapolis, the center of grain centers, is known today as one of the most important, rapidly growing grain and hay markets in the country. Receipts of grain during the last ten years have nearly trebled in volume, due to the advantages its geographical location offers to the grain and hay producing and consuming sections of the country, its splendid railroad facilities assuring prompt returns on shipments, its large local consumption of grain by its corn and flour mills and its manufacturing industries, its increased elevator storage and drying equipment, its adequate weighing facilities and efficient inspection department. This has made Indianapolis more and more important each season for shippers and buyers of grain, hay and feed.

Movement of Grain and Hay During the Year 1924

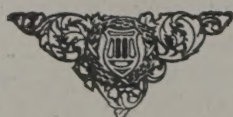
	Receipts	Shipments
Corn	18,013,000 bushels	13,483,000 bushels
Oats	11,744,000 bushels	10,009,000 bushels
Wheat	5,018,000 bushels	2,635,000 bushels
Rye	262,000 bushels	157,600 bushels

The following Receivers and Shippers are members of
Indianapolis Board of Trade

The Cleveland Grain Co.
OPERATING FIVE TERMINAL ELEVATORS
Mighty Good Consignment Service
Ed. K. Shepperd, Manager

JAMES E. BENNETT & CO.
GRAIN, STOCKS, COTTON
MEMBERS
New York Stock Exchange
Chicago Board of Trade
and other leading exchanges.
Cash Grain Shipments Solicited
Indianapolis branch at 718 Board of Trade

H. E. Kinney Grain Co.
COMMISSION—BROKERAGE



The Bingham Grain Company
Receivers and Shippers of
G R A I N



WELLER EQUIPMENT

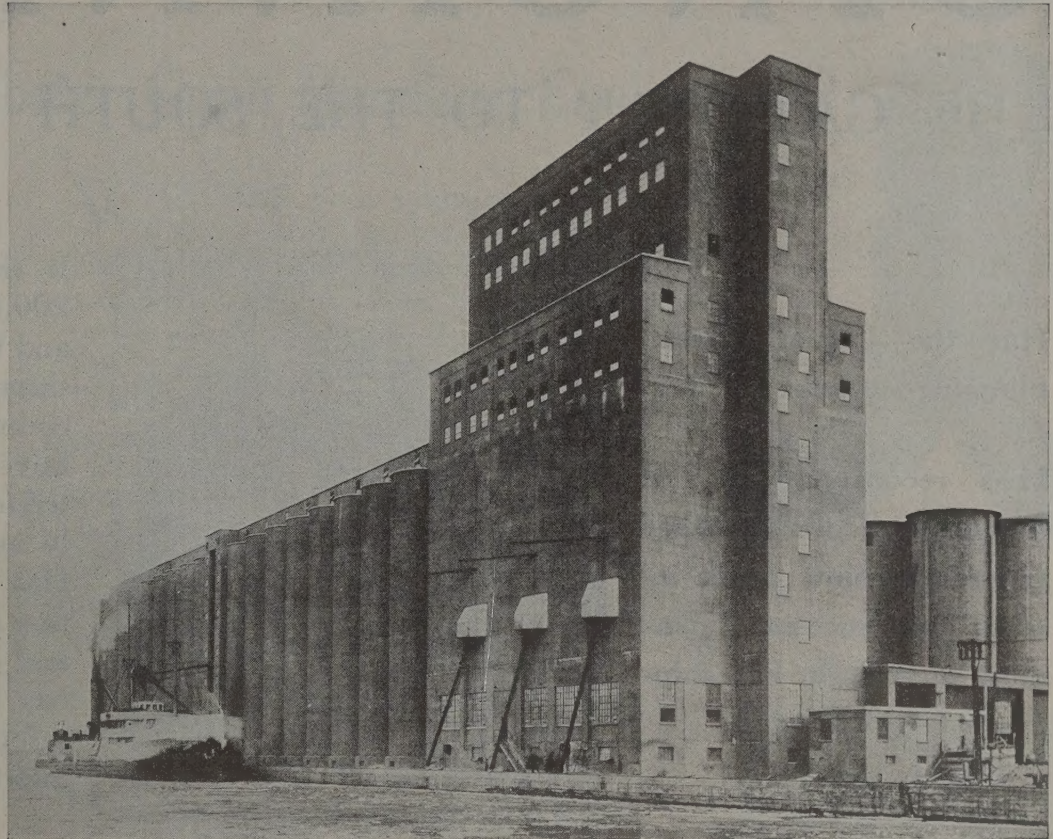
The Better Kind of Grain Handling Machinery



WE MAKE

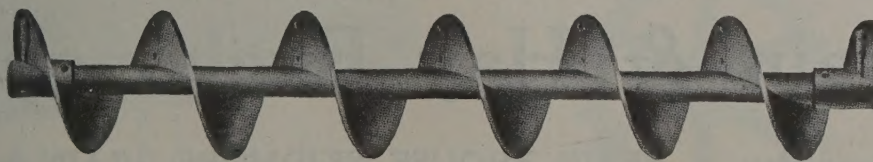
Apron Conveyors
Belt Conveyors
Drag Conveyors
Pan Conveyors
Mixing Conveyors
Spiral Conveyors
Trippers
Bucket Elevators
Elevator Buckets
Elevator Boots
Elevator Casing
Elevator Heads
Sack Elevators
Barrel Elevators
Elevator Spouts
Loading Spouts
Dock Spouts
Chain
Sprockets
Grain Cleaners
Truck Dumps
Wagon Dumps
Truck Hoppers
Power Shovels
Car Pullers
Rope Drives
Gears

Power Transmitting
Machinery



Weller made products are sold on the basis of quality. Installed in your elevator they will help you to operate at full capacity at the lowest cost for upkeep. Frequent shutdowns and waiting for repairs dissipate your profits.

WELLER SPIRAL CONVEYORS



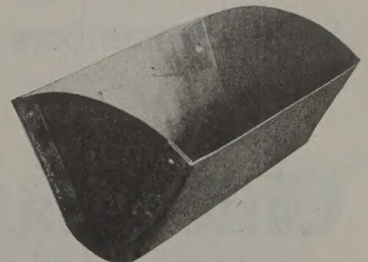
Cold Rolled Steel Sectional Flights. Wear Long. Evenly Balanced. Run True. Interchangeable with All Standard Makes.

We Also Make

Aluminum, Brass, Cast Iron, Copper, Galvanized, Monel Metal and Tinned Spiral and Ribbon Conveyors

Send Us a List of Your Requirements We Will Quote Prices

WELLER SUPER-CAPACITY ELEVATOR BUCKETS



Increase the capacity of your Elevator. Perfect discharge at low or high speed. Substantially constructed of heavy sheet steel, riveted at each corner and spot welded on the laps. Reinforced with extra thickness of steel on the back.

Descriptive Circular On Request.

WELLER MFG. CO.

Main Office and Works,

1820-1856 N. Kostner Ave.

Chicago, Ill.

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BALTIMORE

BUFFALO

PITTSBURGH

DETROIT

ST. LOUIS

OMAHA

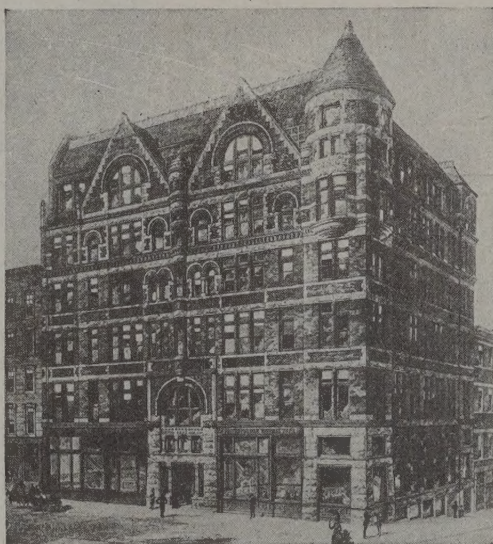
SALT LAKE CITY

CINCINNATI

THE GATEWAY TO THE SOUTH AND EAST

Has the "square deal" plugging system for hay.

Has reconsignment and transit privileges and other favorable points which insures most successful handling of grain or hay shipments.



Home of the Cincinnati Grain and Hay Exchange

Is the terminal point for 200,000 miles of railways and therefore a convenient shipping point for the country dealer, and local buyers are enabled to distribute all products quickly and to best advantage. Has weighing and inspection service second to none and up-to-date grain and hay merchants constantly safeguarding their patrons' interests.

Those are just a few of the reasons why you should ship your Grain and Hay to Cincinnati. Ship to any of the following responsible grain and hay firms, all members of the

Cincinnati Grain & Hay Exchange

DE MOLET GRAIN CO., Grain and Hay

A. C. GALE & CO., Shippers of Choice Milling Wheat

CLEVELAND GRAIN & MILLING CO., Grain

EARLY & DANIEL CO., Hay, Grain, Feed

SCHOLL GRAIN CO., Grain Exclusively

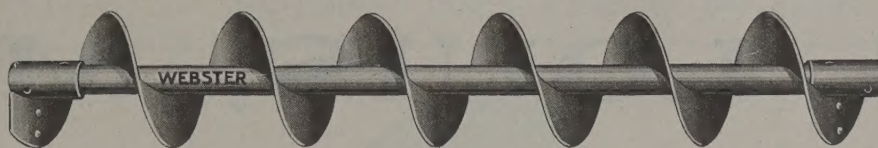
PERIN, BROUSE, SKIDMORE GRAIN & MILLING CO., Grain, Hay, Feed

MUTUAL COMMISSION COMPANY, Strictly Commission

THE FITZGERALD BROS. CO., Commission Merchants, Receivers and Shippers of Grain and Hay



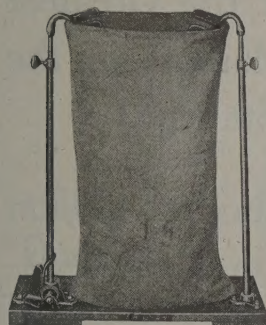
Buffalo Elevator Bucket



Steel Screw Conveyor



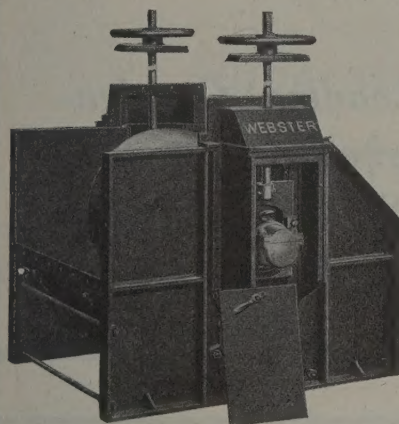
Empire Elevator Bucket



Moshier Bag Holder



Champion Flour Scoop



Elevator Boot

Webster Grain Handling Equipment

WHETHER your requirements are for elevator buckets, sprockets, chains, bearings, friction clutches, elevator boots, car pullers, grain scoops, power shovels, or complete equipment for handling grain, flour and feed, Webster offers you an opportunity to obtain the best.

Our forty-nine years' experience in designing and manufacturing grain handling equipment has enabled us to produce only that which is recognized as superior.

No matter what your grain handling problem is, Webster equipment, plus our engineering staff, will more than likely lead you out of your difficulties. Catalog showing our complete line of grain handling equipment sent on request.

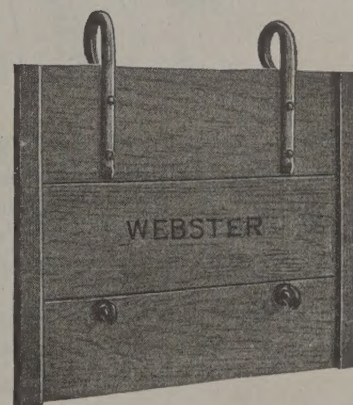
THE WEBSTER MFG. COMPANY

4500-4560 Cortland St.

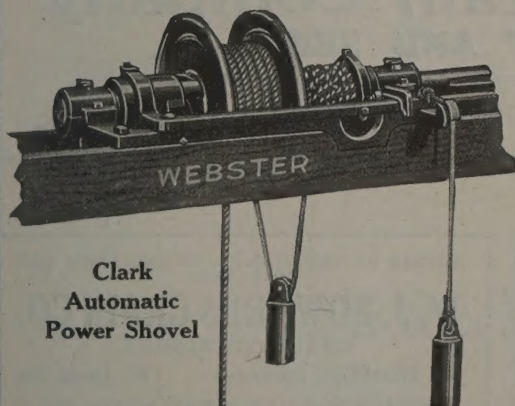
CHICAGO



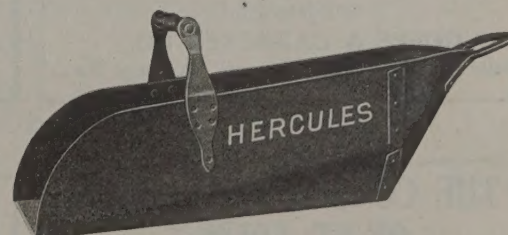
Car-Loading Spout



Power Shovel Scoop

Clark
Automatic
Power Shovel

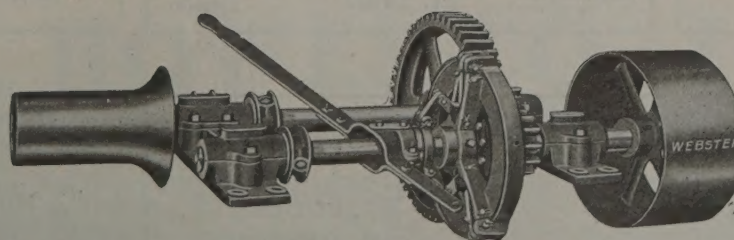
Sprocket Wheel



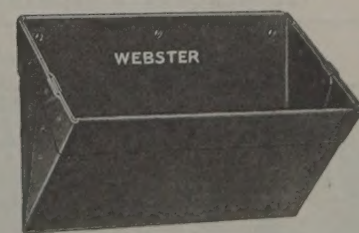
Hercules Grain Scoop



Salem Elevator Bucket

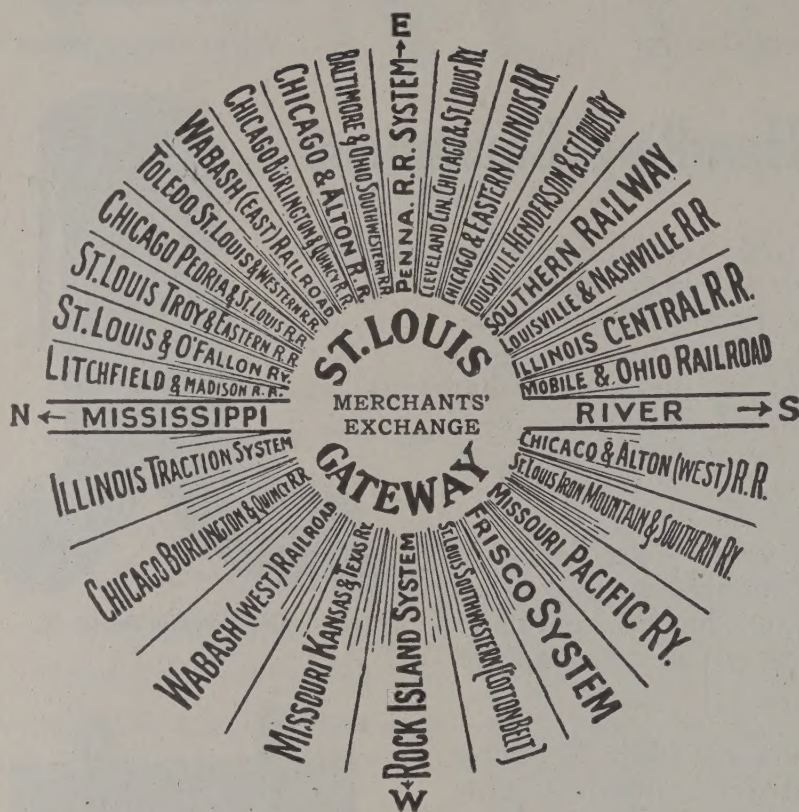


Car Puller



Minneapolis "V" Elevator Bucket

ST. LOUIS, MO.



Within a radius of 25 Miles—Center of Corn Production.
Within a radius of 250 Miles—Center of Oat Production.
Within a radius of 135 Miles—Center of Farm Area.
Within a radius of 100 Miles—Center of Farm Valuation.
Within 175 Miles—Center of Population, United States.

St. Louis One of the Greatest Primary Grain Markets in the United States

More than One Hundred Million
Bushels of Grain Received
Annually

Movement of Grain by Barge from St. Louis to New Orleans for Export a Factor in Grain Trade

St. Louis Leading Consignment Market in United States

GEO. C. MARTIN, JR. FRED C. HOOSE P. C. KNOWLTON
President Vice-President Sec'y & Treas.

Martin & Knowlton Grain Co.

Successors to

GOFFE & CARKENER CO.

Suite 516 Merchants Exchange, St. Louis, Mo.

Toberman Grain Company

GRAIN, HAY AND SEEDS

A long established house, energetic, enterprising and alert for your interests.

Let us handle your consignments

300 Merchants Exchange

ST. LOUIS, MO.

“THE CONSIGNMENT HOUSE OF ST. LOUIS”

GRAIN, HAY and GRASS SEEDS
Picker & Beardsley Com. Co.

125 MERCHANTS EXCHANGE

Nanson Commission Co.

(INCORPORATED)
GRAIN AND HAY

202 Chamber of Commerce

**Write Us for Full
Information on
St. Louis Markets**

ST. LOUIS

Consignments a Specialty

**BUYERS OF TRACK GRAIN OF ALL KINDS AND
MILL FEED**

W. J. EDWARDS GRAIN CO.

GRAIN COMMISSION

504 Merchants Exchange St. Louis, Mo.

Carefully Selected Milling Wheat and Corn Our
Specialty

GRAIN

MARSHALL HALL GRAIN COMPANY

HANDLED ON COMMISSION
BOUGHT TO ARRIVE
SOLD FOR SHIPMENT
EXPORT

ST. LOUIS
ST. JOSEPH

For Milling Wheat

Come to St. Louis

Best Grades of Soft Winter and Hard Red Wheat always available. Millers for years have found the St. Louis Market most satisfactory for wheat supplies.

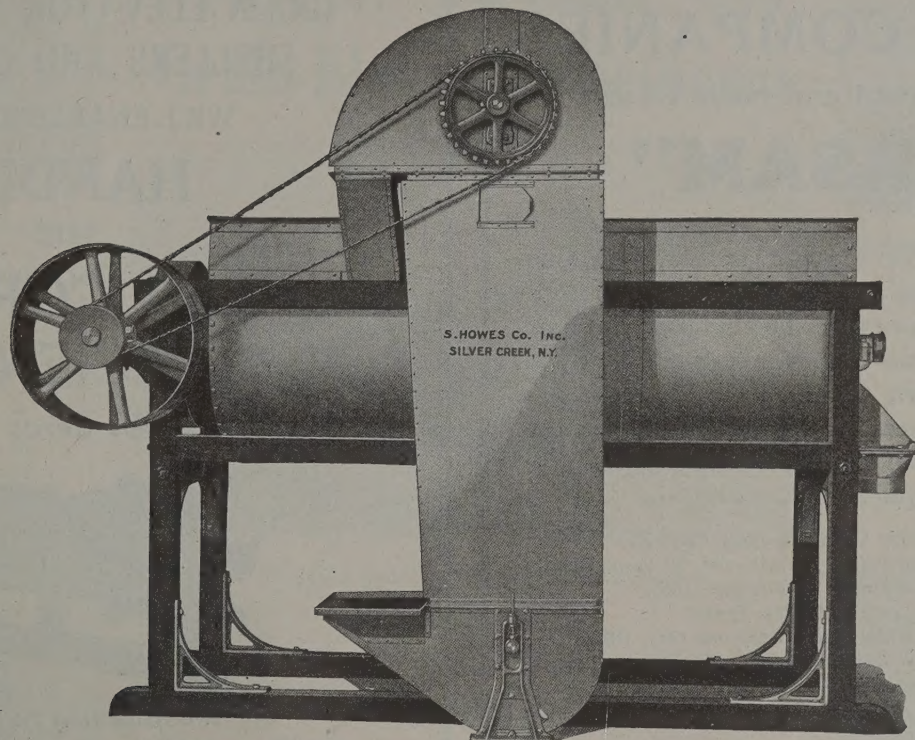
The Winter Wheat Market



"Eureka" - "Invincible" Grain Cleaning Machinery



"Eureka"



"Eureka"

Have you a machine in your plant which
EARN \$1,200 A YEAR?

If not, you should do as the McBride Milling Co. did. They ordered a "Eureka" Feed Mixer, 3-in-1 type as illustrated above. It is a complete mixing plant in itself—Loader, Mixer and Sacker.

S. Howes Co., Inc.,
Silver Creek, N. Y.

Fremont, Mich., June 24, 1925.

Gentlemen:

We have Mixer all set up and running. It sure does all you claim for it, and then some. We mixed our dairy feed this winter by hand; and by putting in this mixer we have had to let one of our men go.

Yours very truly,
McBRIDE MILLING CO.

May we send you our No. 105 Bulletin?

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F. E. Dorsey, 3850 Wabash Ave., Kansas City, Mo.

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Bert Eesley,
Box 363,
Fremont, O.

Dwight Dill,
700 North Winnetka Ave.,
Dallas, Tex.

B. M. Estes,
1429 Allston St.,
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Strong-Scott M'fg. Co.,
413 So. Third St.,
Minneapolis, Minn.

S. HOWES CO., Inc.

INVINCIBLE GRAIN CLEANER CO.
SILVER CREEK, N.Y.

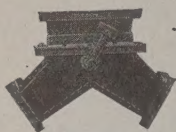


"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY

THESE BIG MILLING COMPANIES

Know Equipment and Have Used

"EHRSAM"

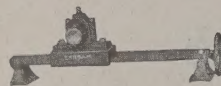


The fact that Ehram Elevating, Conveying and Transmission Equipment has been furnished in Grain Elevators for the following Big and Well Known Companies during the past two years is evidence, we think, that Ehram Equipment satisfies the most exacting equipment buyers.

Washburn Crosby, Kansas City, Mo.
El Reno Mill & Elevator Co., El Reno, Okla.
Eagle Milling Co., Edmund, Okla.
W. J. Lawther, Dallas, Texas.
Acme Milling Co., Oklahoma City, Okla.
Kimbell Milling Company, Ft. Worth, Texas.
Liberty Mills, San Antonio, Texas.

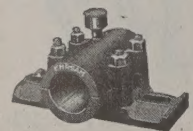
The above elevators, built by

Jones-Hettelsater Constr. Co.
Kansas City, Mo.



"EHRSAM"

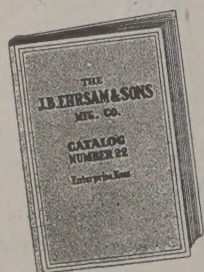
GRAIN HANDLING MILLING EQUIPMENT



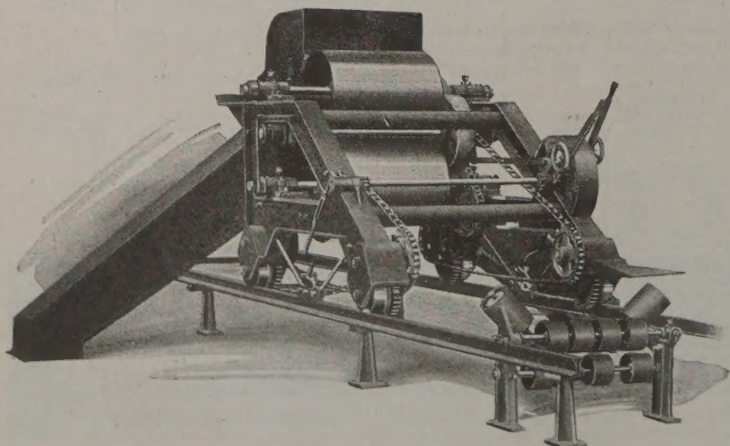
Expert Ehram Engineers are always glad to counsel and advise in connection with Grain Handling and Milling Equipment problems. Why not write us today.

J. B. Ehram & Sons Mfg. Co.
ENTERPRISE, KANS.

Manufacturers of Machinery for Flour Mills;
Grain Elevators; Cement Plaster Mills; Salt
Plants; Coal Handling and Rock Crushing
Systems; Fertilizer Factories; Power Trans-
mission, Elevating and Conveying Equipment.



FREE
CATALOG



WESTERN GRAIN ELEVATOR MACHINERY SHELLERS AND CLEANERS

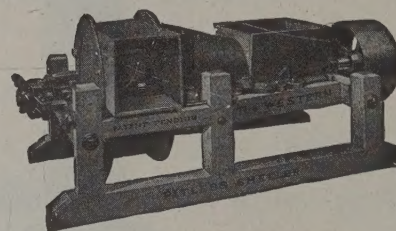
WILL ENABLE YOU TO

HANDLE

THE

BUMPER CORN CROP EFFICIENTLY

Let Us Serve You



Everything from Pit to Cupola

UNION IRON WORKS
DECATUR, ILLINOIS

HESS PNEUMATIC GRAIN DRIERS

Used everywhere.

NONE BETTER

For twenty-five years this drier has led all others in efficiency, economy and convenience. Made in various sizes, suitable for all grain drying needs. Tell us your wants.

Hess Warming & Ventilating Co.

1210 So. Western Ave., Chicago



Manchester Ship Canal Elevator
Manchester, England
Capacity 1,500,000 Bushels
Completed 1914



Buenos Aires Elevator Co.
Buenos Aires, Argentina
Capacity 750,000 Bushels
Completed 1920



John S. Metcalf Co. Grain Elevator Engineers



Chicago & North Western Railway Elevator
South Chicago, Illinois
Capacity 10,000,000 Bushels
Completed 1920

OFFICES:

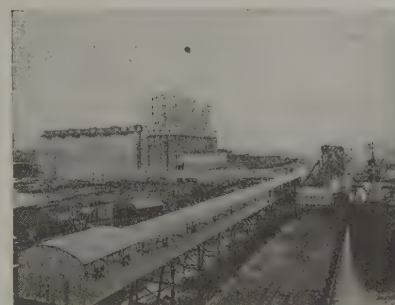
Chicago, Illinois, - - - 108 S. La Salle Street
Montreal, Canada, - 54 St. Francois Xavier Street
Melbourne, Australia, - - 395 Collins Street
Vancouver, B. C., - - - 837 W. Hastings St.



Harbour Commissioners Elevator No. 2
Montreal, Quebec
Capacity 2,600,000 Bushels
Completed 1912



Sydney Terminal Elevator
Sydney, Australia
Capacity 6,400,000 Bushels
Completed 1921



MONARCH

Built Elevators
Assure You
Economical Design
First Class Work
Efficient Operation
and
Satisfaction
Let Us Submit
Designs and Prices

MONARCH ENGINEERING CO.

One of the Modern Houses Which Has Made a Record
for Rapid and Economical Handling
CONCRETE CENTRAL, BUFFALO, 4,500,000 Bu.



BUFFALO, N. Y.



The Barnett & Record Company

GENERAL CONTRACTORS

Designers and Builders of

Grain Elevators, Flour Mills and Heavy Structures

Reinforced Concrete and Steel Ore Dock constructed at Superior, Wisconsin, for the Allouez Bay Dock Company. Entirely Fireproof.

Write for Designs and Estimates

OFFICES:

Minneapolis, Minn.

Duluth, Minn.

For William, Ontario

MACDONALD ENGINEERING COMPANY

CONSTRUCTING ENGINEERS

Designers and Builders of

**GRAIN ELEVATORS, FLOUR
MILLS, WAREHOUSES, ETC.**

We Have Specialized in

**CONSTRUCTION IN THIS FIELD FOR
MORE THAN 40 YEARS**

Sketches and Estimates Gladly Furnished

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BALTIMORE KANSAS CITY SAN FRANCISCO TORONTO

FOLWELL-AHLSKOG CO.

Engineers and Contractors

Designers and Builders

OF

**Grain Elevators, Flour Mills, Industrial Plants, and other
Engineering Works**



PENNSYLVANIA RAILROAD COMPANY ELEVATOR, ERIE, PA.

1,250,000-bushel Concrete Workinghouse and 25,000-bushel Marine Tower. Reinforced Concrete. Latest improvements. Write us for designs and estimates.

323 N. MICHIGAN AVE., CHICAGO, ILL.



Electricity Means Better Work

The Woodstock Electrite, newest member of the Woodstock family, has all the features that distinguish the standard Woodstock machine, plus the speed and ease of electrical operation. It is a revelation in typewriter efficiency and high grade character of work. Send for booklet which describes both the Electrite and the standard Woodstock machine.

Ask for Demonstration

WOODSTOCK *Electrite*

The modern typewriter  powered by electricity

Woodstock Typewriter Co.
216 W. Monroe St.
Chicago, Ill.



You'll Appreciate

- the Attractive Rates
- the Dining Facilities
- the Handy Location



500 Rooms

Room without Bath . \$2.00 and up
Room with Bath . . \$2.50 and up
Double Room and
Bath \$4.00 and up
Room with two single
beds and Bath . . . \$5.00 and up

RESTAURANT—COFFEE SHOP
Service at all times 6 a. m. un-
til midnight.

POPULAR PRICES

Hotel Baltimore

12th Street and Baltimore Ave.
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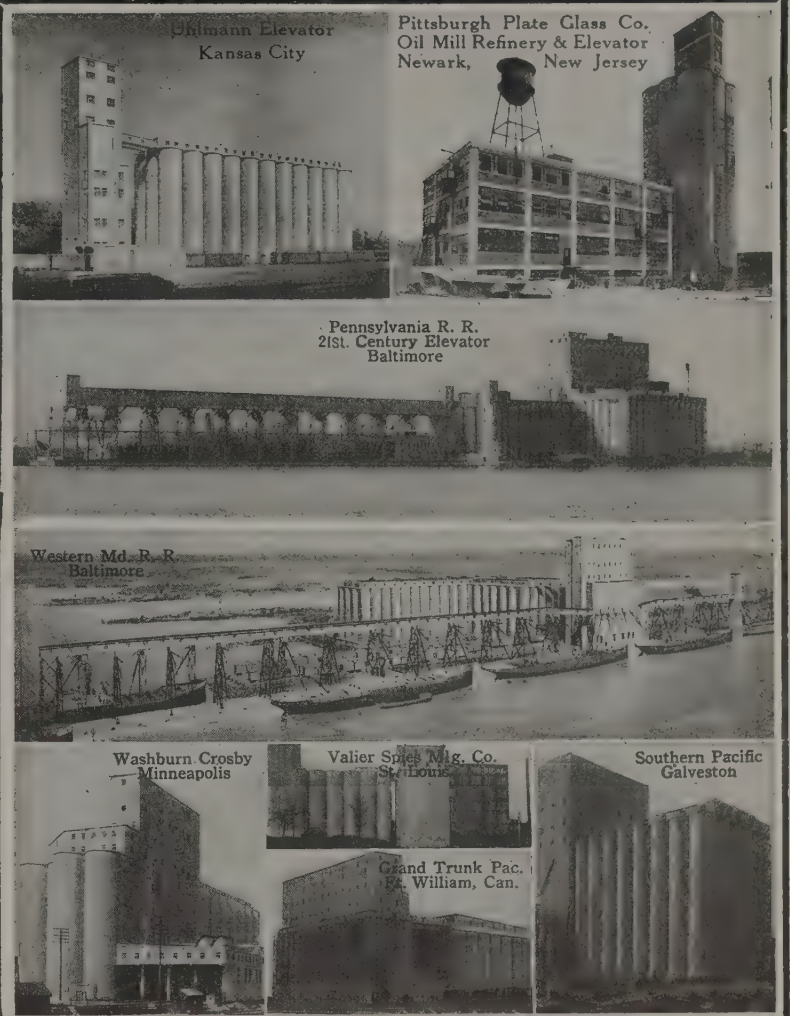
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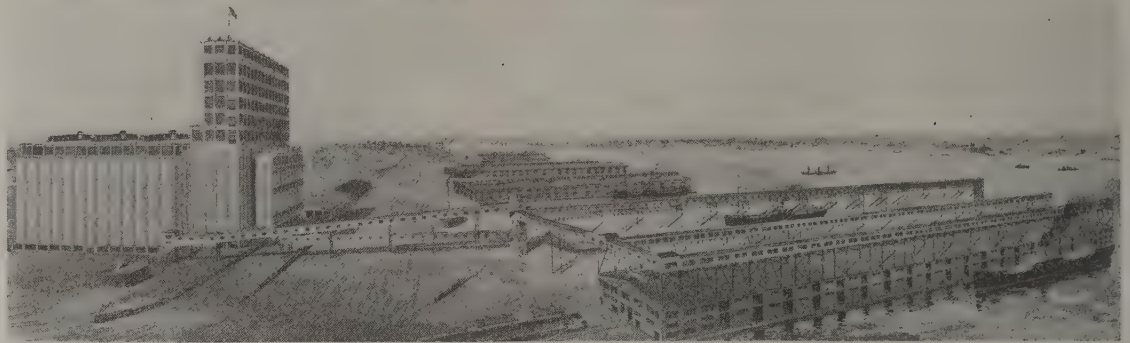
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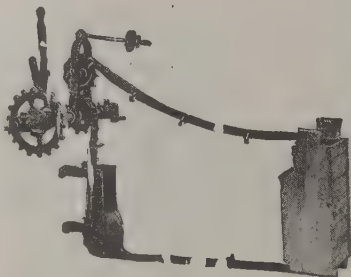
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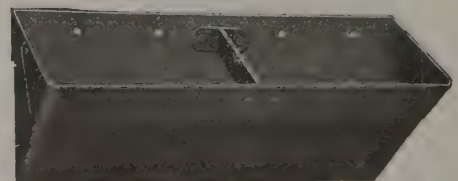


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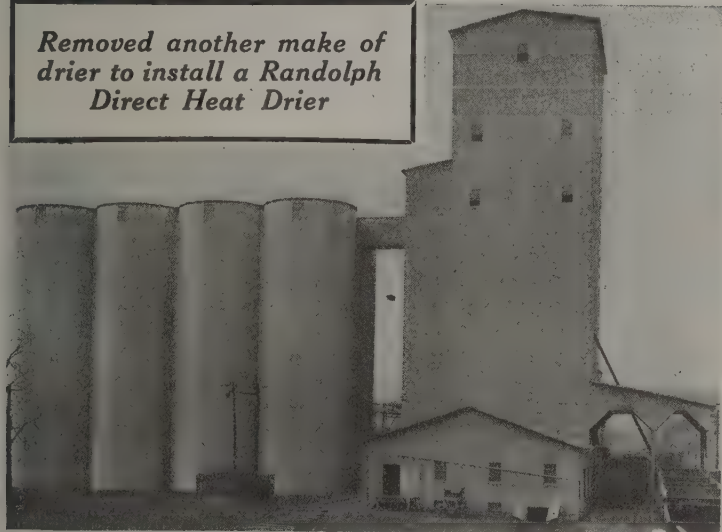
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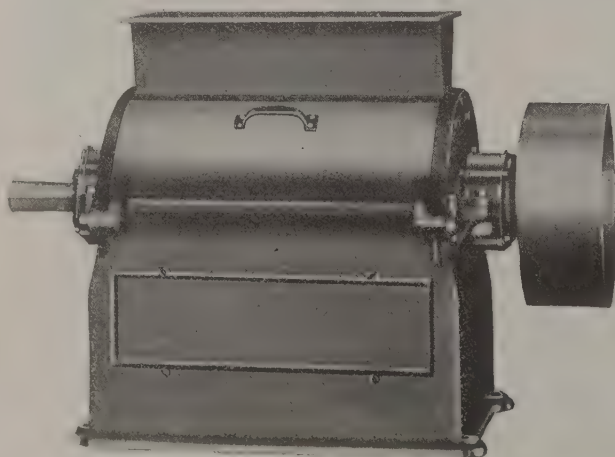
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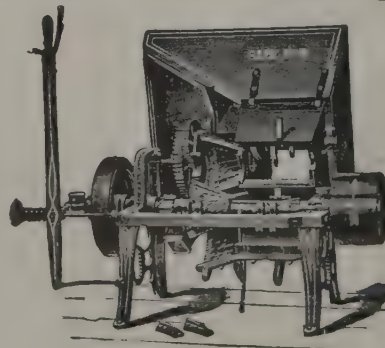
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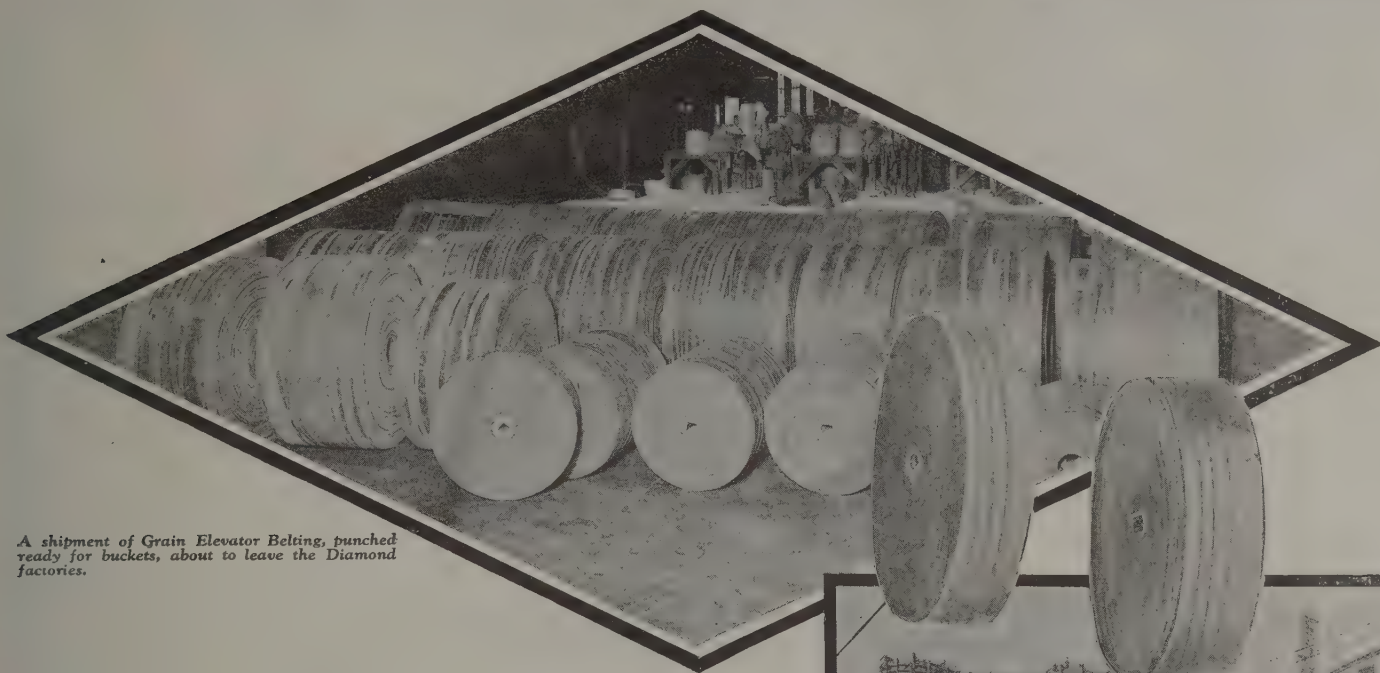
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CHICAGO, ILLINOIS, DECEMBER 15, 1925

NO. 6

Lone Star State Acquires A New Mill Elevator

New Concrete Elevator at Fort Worth, Texas, Increases Storage of the Kimbell Milling Company to 1,750,000 Bushels

By H. W. JEFFRIES

THE Lone Star State, largest of the Union, has long been familiar in the minds of Americans as a place of the "wide open spaces" of which writers are inclined to rhapsodize at some length. Its wide expanses of space are easily equalled by its large opportunities in the expansion of industry. With plenty of its area still awaiting intensive cultivation and only a modest part of its vast resources fully developed, it affords an almost unbounded field for the growth of industries located within its boundaries. Texas mills and Texas elevators all look forward to a future which has the encouragement of ample space in which to spread out and adequate possibilities of increased consumer demand. Those whose owners and managers are alert and watching the trends of business have prospered, and in a rich country still in the infancy of its commercial development, the chances for expansion make the game of competition an interesting and progressive one.

Early in 1924, the Kimbell Milling Company, with headquarters at Sherman, Texas, decided that expansion was needed and in choosing a site for its new elevator the management decided in favor of Fort Worth, Texas. Accordingly, the contract was let to the Jones-Hettelsater Construction Company for an all concrete job with a total of 80 bins. The contract was awarded in March 1924 and the completed house was receiving wheat in August of the same year. In October an additional contract was given Jones-Hettelsater and the addition augmented the company's capacity at this point by 29 bins. All grades can be kept separate.

The total capacity of the elevator is 800,000 bushels. A warehouse offers 200,000 additional bushels of storage. This warehouse is 80 by 180 by 30 feet high, and is used for storage of sacked goods. The illustration which appears on this page shows the completed job, with the general offices located in the frame building in the foreground.

The elevator is well situated on a double spur of the Missouri, Kansas & Texas Railroad, and has facilities for receiving and shipping 60 cars per day. The cleaning capacity is 6,000 bushels per hour, and this is handled by means of two Invincible No. 15 Grain Cleaners, working on wheat; one Carter-Disc, and one Eureka No. 252, on field seeds; and an oat clipper is also used.

Power is furnished by individual electric motors,

14 in number, ranging from five horsepower to 50 horsepower, and made by the Allis-Chalmers Manufacturing Company of Milwaukee, Wis. Some are equipped with leather belt drives and others have the Link-Belt Drive. Practically all controls are located in the headhouse, from which ready access is had to all levels by means of a belt employees' elevator. This headhouse is of concrete construction and measures 30 by 38 feet, with a height of 170 feet.

Two 50-horsepower motors are provided for legs one and two. The third leg and lower belt conveyor are cared for by two 20-horsepower motors. The upper conveyors use a 25-horsepower motor; a 50-horsepower motor, with a 12-inch belt, is used on the oat clipper and a 40-horsepower motor operates the car-puller. The receiving conveyor uses a 10-horsepower motor with Link-Belt drive. The

call for the construction of a 2,000-barrel flour mill in Fort Worth. It also serves as a warehouse and distributing center for their mills located at Wolfe City and Whiteright.

Grains handled include wheat, oats, barley, corn, kafir and field seeds. The variety demanded special design in construction which would allow a great number of bins of assorted sizes. This was accomplished by separating the circular bins and walling in between them, thus forming a great number of interstice bins. There are 28 overhead bins in the working house and these are cut in two in the middle so that the Carter Disc and the seed cleaners can be fed by gravity and discharged below into bins.

B. B. Kimbell, the founder of the organization, started operations in Whiteright, Texas, in 1898, by the acquisition of the Beatrice Mills. Later he

purchased a mill in Wolfe City and incorporated as the Kimbell Milling Company. The Beatrice mill was sold in 1917 and later repurchased. These two mills are still operated by the Kimbell Milling Company. In 1921 the company bought the half-million bushel Phoenix Elevator in Sherman, Texas. This was consolidated with the Diamond Mill & Elevator Company in 1924. Seeking additional storage space, they decided at this time to build in Fort Worth.

B. B. Kimbell's death in 1923 caused a reorganization, and K. Kimbell was elected president; Mrs. B. B. Kimbell, vice-president; and W. L. Newsom, secretary and treasurer. Mr. Thompson, of Wolfe City, is

shovel is driven by a 7½-horsepower motor, and a five-horsepower motor is used in the screenings leg and the Carter Disc Separator, and another on the employees' elevator.

Two pits are provided, one under each track, and they are emptied by means of a 30-inch four-ply rubber belt conveyor. A 16-car capacity car-puller and a double automatic Clark Power Shovel, made by the Webster Manufacturing Company, Chicago, expedite the loading and unloading. Two 2,000-bushel Howe Hopper Scales and one modern automatic scale are used. Four other 30-inch belt conveyors, two above and two below, are in use. The circular bins are 17 feet inside diameter, have six-inch walls, and are 90 feet high. All sheet metal work was furnished by Sprout, Waldron & Co. of Muncy, Pa.

This elevator is part of a program which will

general superintendent and S. Hall is in charge of the elevator at Fort Worth. The company's present capital and surplus is \$900,000 and the plant and grounds in Fort Worth represent an investment of \$250,000. The combined storage facilities of the concern aggregate 1,750,000 bushels. The yearly business approximates \$3,000,000.

The new concrete elevator at Fort Worth is primarily a storage unit for the Kimbell mills, and it also functions as a warehouse and distributing center for the Kimbell Milling Company's mills at both Wolfe City and Whiteright. Naturally, the fact that Fort Worth has excellent railroad connections was an important factor in determining the company's original plans, and with the facilities at hand there should be nothing to stand in the way of the concern's continued prosperity.



NEWLY CONSTRUCTED ELEVATOR OF THE KIMBELL MILLING COMPANY AT FORT WORTH, TEXAS

POOL CONTRACT HELD VOID

More hard sledding for the Colorado co-operatives is forecast rather definitely by the decision of the Supreme Court of this mountain state. In reversing the decision of a lower court, it held that the contract between a wheat grower and a wheat growers' co-operative association is legally void. "That such contracts are against public policy and void is held by the great weight of authority and, until recently, almost universally," the court stated in commenting upon its verdict.

The case in which the decision was made was that of J. G. Atkinson against the Colorado Wheat Growers Association. The plaintiffs has brought suit to cancel their contract with the association because they had become dissatisfied. The lower court sustained a demurrer to the plaintiff's complaint and held in favor of the association. The supreme court reversed the decision of the lower court with directions to overrule the demurrer, favoring the plaintiffs.

CHANGES IN RELEASE DATES OF CROP REPORTS

The following changes in release dates of Government crop reports have been announced by the United States Crop Reporting Board. The crop report scheduled for release on Wednesday, December 16, at 4 p. m. will be released on Tuesday, December 22, at 4 p. m., and the report scheduled for release on Friday, December 18, at 3 p. m. will be released instead on Thursday, December 24, at 12 o'clock noon.

The December 22 report will cover acreage, production, and value, December 1 of corn, Winter wheat, Spring wheat, oats, barley, rye, buckwheat, flaxseed, rice, potatoes, sweet potatoes, hay, Clover seed, tobacco, sorgo for sirup, sugar cane, sugar beets, dry edible beans, grain sorghums, broomcorn, peanuts, cowpeas, soy beans, velvet beans, hops, and commercial truck crops; production and value of apples, peaches, pears, grapes, oranges, and cranberries; also reports for certain states on preliminary estimates or production of oranges, lemons, limes, and grapefruit. The December 24 report will cover acreage and condition of fall-sown Winter wheat and rye for harvest in 1926.

The above changes in dates are necessary so that the Crop Reporting Board may have additional time to analyze the results of the 1924 census of agriculture in arriving at its revisions of acreage, production and value of all crops for that year. The report on acreages sown to Winter wheat and rye in the fall of 1925 is postponed in order that it may be compared with the revised acreage for 1924.

\$5,000,000 CREDIT FOR IOWA FARMERS

At a conference in Chicago, December 1, presided over by Secretary of Agriculture Jardine, two private corporations were organized which will be able to extend \$5,000,000 credit to Iowa farmers. The meeting was called by President Coolidge and was well attended by representatives of agriculture, industry and finance. Organization of the credit agencies closed a day of rather sharp discussion. Some Iowa bankers asserted the so-called "corn crisis" in Iowa has been greatly exaggerated and President Coolidge misled by politicians as to its seriousness. Those bankers said there is ample credit for the legitimate needs of Iowa farmers, except in about 12 of the 99 counties where all the banks have closed.

It was also asserted that the numerous bank failures in Iowa are not the result of the present price of corn, but an aftermath of the collapse of land speculation several years ago. There were suggestions that Iowa farmers, as a rule, do not need extraordinary credit facilities.

Secretary Jardine, however, threw all his weight on the side of the corn farmers and the final outcome of the conference was the formation of two agencies to be known as National Agricultural Credit Corporations to be located at Des Moines

and Fort Dodge, Iowa. Each corporation will have capital stock of \$250,000. They may make loans to farmers on corn stored and sealed in his own crib or on livestock in his feeding pen. Each corporation may rediscount such farmers' notes to the extent of 10 times the corporation's capital at the Federal intermediate credit banks, one of which is located at Omaha, Neb. So the two corporations will have a lending power of \$5,000,000.

Loans to farmers may run from six months to three years. Loans at present cannot bear more than 6½ per cent interest. The present rate of the intermediate credit bank is 5 per cent and credit corporations cannot charge more than 1½ per cent above this rate.

NEW G. D. N. A. DIRECTORS

Every major grain district in the United States is now adequately represented on the new Board of Directors of the Grain Dealers National Association. Elected as new members to this group are leaders in the grain trade in seven different states from Washington to Vermont. Dan M. Johnson, of Essex, Vt., newly elected director, will represent



ED. S. HARTE



L. E. MARSHALL



L. H. CONNELL



C. C. ISELY



DAN M. JOHNSON



R. J. STEPHENS

the Vermont Grain Dealers Association which has lately become affiliated with the national organization. The other new member from the East is William I. Morse, of Holyoke, Mass. He now represents the Massachusetts Retail Grain Dealers Association. A good measure of Yankee shrewdness is a contribution which the committee will have as a result of the presence of these New Englanders at executive sessions.

L. E. Marshall, of Lansing, Mich., was the choice of the Michigan Grain and Hay Association for its spokesman in the councils of the national organization. He replaces John M. Coup. The veteran grain trader of the "Show-Me" state, Ed. S. Harte, of Booneville, Mo., through his election by the Missouri Grain Dealers Association, which he served so ably as president, is another midwestern member of the Board of Directors.

A mountain-state committeeman is L. H. Connell, of Denver, Colo. He was elected at the Kansas City convention to represent the grain men of his state, who affiliated with the national office soon after they were organized. The far westerner of the Board of Directors is Richard J. Stephens, of Spokane, Wash., who is president of the Pacific Northwest Grain Dealers Association. Mr. Stephens' term, like that of foregoing members is two years. C. C. Isely, of Dodge City, Kan., well-known southwestern grain man, has been named to serve one year

to fill the vacancy caused by the withdrawal of H. L. Shellenberger. The new members round out the roster of the Board of Directors in a way appropriate for an organization as truly national in its scope and representation as is the Grain Dealers National Association.

FARMER ELEVATORS REFUSED EXEMPTION

Not one of the co-operative grain elevators managed by farmer groups in Illinois has been able to obtain exemption from the payment of income tax or from the filing of annual returns. It is claimed by some farm leaders that this situation is in conflict with the intention of Congress at the time the revenue act was passed. A spokesman for Illinois co-operatives has now returned from Washington, D. C., where he has been promoting an amendment to the present Revenue Act which will give definite exemption to farmers' co-operative organizations and associations.

While at the capital, this representative cited four cases, regarding co-operative exemptions, brought before the Treasury Department which met with denials. As a representative of agricultural co-operation in this country he asked that specific legislation granting relief for co-operatives be included in the new revenue amendment.

JIM DUNN

By HOOZUS

Jim Dunn, who runs the elevator at Sperry Siding, says: "Seem t' me ever' buddy is a'gettin' this here Radio bug, an' as soon's a feller gets a outfit he won't let ya talk 'bout nothin' else. Now, there's Ed. Beagle—th' tightest ol' wad I know around these here parts. He'd never buy ennything for his family, if he could help it, an nobuddy ever got him t' buy a drink.

"Ennyhow, some slick salesman got him in a trance an' sold him one o' them there Radio sets, an' he's jest went plumb crazy over it. Th' family ain't a'gettin' much good out o' it, 'cause it's only got them telephone things ya hang over your ears, an' he's a'hangin' on t' them whenever he's around th' house.

"Well, he comes in th' other day, an' he starts a' broadcastin' right away. He says t' me, he says: 'Dunn! ya don't know what ya're a'missin'. Why, last night I had Pittsburgh an' Dee-troit, an' th' night afore I had Frisco an' Cuby, an' ya could hear ever' word as plain as I can hear ya right now. Say Dunn! I don't see how people used t' stand it, out here alone nights in th' country an' nothin' t' liven things up. Th' people that lived years ago, certainly missed a lot an' got mighty little out o' life.'

"Is that so? I says, 'well-mebee you didn't get ennything, 'cause ya never spent ennything t' try t' get it. But there was a lot o' good things in this world that have pretty well gone out since this fool Radio has come in. One o' th' things I got in mind used t' come in bottles, an' ya didn't have t' sneak down a alley t' get it either. There was more real entertainment in a quart o' that stuff than there is in a yard full o' your Radios. Mebee ya can hear things a long way off with your Radio, but with a skinfull o' that stuff ya could see things that never happened in this world. No sir! people didn't miss nothin' years ago. I only wish they had, an' I could find some o' it right now.'

LITTLE TIPS FROM "JIM DUNN"

Wait'll we see what th' President does for th' farmers. If he can please 'em, he'll do somethin' nobuddy else has ever been able t' do.

If ever' car ya ship grades, an' all your remittances come in on time, an' th' market goes up ever' time ya buy somethin—have your wife wake ya up, 'cause ya're sleepin' overtime.

Let th' women folks read th' Christmas ads, an' you stick t' your little ol' trade paper. It'll help ya t' pay for th' things ya can't stop 'em from buyin'.

This is th' time o' year when th' ol' office spittoon has t' stand a pile o' hydraulick pressure. If they stayed t' home th' wife'd put 'em t' work.

A Veteran Hoosier Grain Dealer

Horace E. Kinney, of the Indianapolis Board of Trade, Finds Operating of His Country Houses Both Interesting and Profitable

By HOWARD M. RUDEAUX

HORACE E. KINNEY, of the H. E. Kinney Grain Company, Indianapolis, Ind., is not only one of the successful grain men of the Indianapolis Board of Trade, but an interesting historian as well, when it comes to relating old methods and customs in the grain trade. Forty-two years of service is Mr. Kinney's record, and time has wrought some interesting changes. In the year of 1858, on the sixth day of September, Mr. Kinney was born, at Stilesville, Hendricks County, Ind., where he lived and attended the public schools until the age of nine, when his parents moved to Quincy,



HORACE E. KINNEY

Ind., where at the age of 11 he took up telegraphy at the local railroad office. After becoming an efficient operator he served in that capacity on various roads until 1878, at which time he entered the service of the Western Union Telegraph Company at Chicago, and after a short period he was transferred to the Chicago Board of Trade trading floor, then located at the corner of Washington and La Salle Streets, where he served for two years.

In 1880 he was sent to Indianapolis by the company to work as an Associated Press operator and after serving in that capacity for about two years he left the Western Union Telegraph Company and entered the service of the United Lines Telegraph Company as manager of the local office, which position he held until the consolidation of the two telegraph companies in 1883, when his career as a telegrapher ended.

In the same year he entered the grain commission business in the Indianapolis Board of Trade with offices in the building then located at the southeast corner of Maryland and South Capital Avenues. Mr. Kinney became correspondent for several of the large Chicago firms, among them Charles Councilman Company, Lamson Bros., and other representative houses of that period. After a short period he entered the local firm of Closser & Co., grain merchants, and one of the largest corn exporters at that time with large elevators at Sandusky, Ohio, and Indianapolis. At that time Closser & Co. exported about one-fourth of the corn from the United States to foreign countries. In 1887, after the death of Mr. Closser, Mr. Kinney and several of the older employees of the firm organized what was then known as the Indianapolis Grain & Feed Company, with offices in Indianapolis and Buffalo, N. Y., and warehouse and elevator in Indianapolis, at North Street and the Chicago division of the Big Four Railroad.

The local retail store was located at the corner

of Meridian Street and the Circle, on the site now occupied by the magnificent Continental National Bank Building. Cash and track grain buying were the principal part of the business and continued very successful until 1889, when the business was divided.

Mr. Kinney took the car lot and track trade and Mr. Johnson, his partner, took over the local elevator and jobbing end of the business.

In the year of 1893 Mr. Kinney operated Elevator "C" with W. L. Higgins as a partner, then located at Virginia Avenue and Georgia Street on the Pennsylvania Railroad until 1895, when the structure was destroyed by fire, after which Mr. Higgins took over Mr. Kinney's interests and rebuilt. Mr. Kinney continued in the grain business and in 1899 organized the Mattoon Elevator Company and operated and built about eight elevators in that vicinity, until 1904 when he disposed of his interests and devoted all his time to the Indianapolis office, with elevators at Jamestown and Lizton, Ind., which he acquired in disposing of his interests in the Mattoon Elevator Company.

In 1909 Mr. Kinney organized the Amo Mill & Elevator Company at Amo, Ind., which he still controls and is one of his treasured possessions, and the Bargserville Elevator Company at Bargserville, Ind., which he has since disposed of. In 1913 he built the Big Four Elevator, located on the Big Four road just southeast of Indianapolis, with a capacity of 75,000 bushels and operated as a terminal and transfer house. In 1914 Leroy Urmston of the Urmston Grain Company purchased an interest in the company which after two years of operation increased the capacity to 500,000 bushels after which Mr. Kinney sold his entire interest to Mr. Urmston. Since then he acquired the elevator at Fountaintown, Ind., which is being operated under the name of the Fountaintown Elevator Company with H. Snider and Warren K. Mannon as associates, and the Morristown Elevator Company at Morristown, Ind., with Mr. Snider as his associate. The Morristown plant has a feed mill in connection and an additional storage elevator.

During Mr. Kinney's career in the grain trade he

the first manager of the company and having some influence in political circles brought the first Postal wire into the city of Indianapolis under the cover of darkness.

In recalling early customs of the grain trade, Mr. Kinney relates how the farmers would bring samples of their grain in large sacks to the offices of the grain dealers and dispose of their crop. The quality was always equal to the sample and seldom was there any difficulty encountered. In those days elevators weren't so plentiful and most



PLANT OF AMO MILL & ELEVATOR COMPANY, AMO, IND.

grain was loaded direct from the wagons to the cars, a method if practiced in these days would be called scooping. This method of operation was practiced entirely in the handling of wheat, as there were few elevators in the wheat raising section of the state at that time. Many of the old time mills bought and shipped wheat back in those days. Corn was somewhat easier to handle and there were better facilities at that time for handling corn than wheat. In those days most of the trading was done in the offices, as there was no trading floor, and it



PLANT OF MORRISTOWN (IND.) ELEVATOR COMPANY

played an important part in the telegraph business in the year of 1886 when he brought the first Postal Telegraph wire in the city limits of Indianapolis. The Postal company brought their first wire as far as Cumberland, Ind., just east of the city but could not get the consent of the city council to enter Indianapolis. However Mr. Kinney, while active in the grain trade, was engaged for a short period as

was the only way they had to trade. Samples were brought in and delivered to the office of the firm it was shipped to, and the holder disposed of it by offering it to the different firms then in business, unless he had some eastern or local trade for it. The market was established at what was then called the call meeting, which met at noon each day for the purpose of establishing prices, and was con-

ducted under the direction of the secretary of the board.

All shipments in the early days terminated at Indianapolis, as this was the breaking point on rates, and there were some good elevators where grain was stored and transferred. There were elevators A, B, C, and D, which were large enough to accommodate the trade at that time. In those days we traded in rates to some extent, as all rates were not the same, and some roads favored some shippers more than others. When a big shipment went from here to the east there was considerable trading in rates and the road offering the lowest rate was the one to get the business. Of course, the size of the shipment played an important part, and this condition prevailed long after the Interstate Commerce Bill passed, which was about 1886. Some rates were as low as 11 cents to New York, and I recall rates as low as 9 cents to that point, but of course these rates were given the firms doing a large amount of shipping. During the summer months all grain went from Indianapolis to Sandusky, Ohio, or Toledo, Ohio, and then via water to New York; and all the grain that went to Buffalo and then via canal was given what was called a float premium of one to one and one-half cents per bushel. The reason for this was that grain via canal saved elevation as it was transferred direct from boat to vessel.

Grain was handled on larger profit in the early days. Wheat was sold on a margin of from three to five cents a bushel and corn from two to three

dustries in New York City and was well received by the representatives of many industries. The apparatus is available for demonstration at similar types of expositions, conventions, or other meetings of this character, and arrangements for its use can be made with the Bureau of Chemistry. In addition to the demonstration feature, the new equipment affords a possibility of testing all types of industrial plant dusts to determine the possibility of ignition by electric sparks. This is a matter of very great importance to the managers of large grain handling plants and manufacturing establishments in the country, since many recent explosions have occurred in what may be termed modern and improved factories. The Department of Agriculture, through the Bureau of Chemistry, will be glad to continue to co-operate with the grain handling industries in conducting tests of this character.

WHEAT MEET FOR OREGON

In order to study all wheat problems from growing to marketing a three-day conference is being planned for the eastern Oregon wheat growing section. The meeting will take place in February and will be under the auspices of the Oregon Agricultural College. This meeting will follow somewhat the system adopted at the Oregon Agricultural economic conference held at Corvallis two years ago with five committees taking up separate problems, threshing them out and then presenting them to the conference. It is probable that Moro

soon make Lake Ontario elevators accessible to the largest lake vessels, and the state of New York two years ago built a 1,000,000-bushel elevator at Oswego, with a capacity for unloading 16,000 bushels per hour from lake vessels by each of its two towers.

It was also pointed out that there is noteworthy activity in elevator construction at Buffalo, but that these facilities must be made more accessible.

RANCHER O. K.'S BULK HANDLING

From the West, where sack handling is making its last stand, come an increasing number of testimonials as to the advantages of bulk grain handling. On the Harvey Ranch in Sacramento County, Calif., records show that the saving by handling grain in bulk instead of sacks may run from 17 to 27 cents per sack. From the thresher in the field to the tanks and the cars, the grain is run loose from one place to another.

Although handling his own grain in silos on his ranch, the owner believes in the central grain elevator as the right method in sections where much grain is being raised by ranchers. An iron tank suffices for grain storage on the individual ranch until the crop can be moved to the centrally located elevator.

RUSS LIMIT CO-OPERATION TO PRODUCTION

Steadily improving conditions in the grain belt of southeastern Russia are reported to the Bureau of Agricultural Economics by a foreign correspondent. To appreciate the significance of this change one must consider that before the revolution the land was in the hands of wealthy estate owners and that only small belts of ground around the villages were allotted to the use of the peasants. At the time of the revolution the estates were taken over by the Government. Since then the process of breaking up into peasant allotments or of reserving, in some cases for Government purposes, has been under way.

"Artels," co-operative rural organizations, are very popular and are largely responsible for the growing prosperity of the peasant. A group thus organized secures the help of the agricultural bank and is in a position to buy farm machinery and equipment co-operatively. The land of the individual families in the group, which averages about 50 acres per family, is all lumped together and is farmed co-operatively. The proceeds of the harvest are divided chiefly on the basis of days of labor performed.

With the operations of production, the co-operative nature of the enterprise ends. Each farmer controls the marketing of his own crops and has his own livestock and garden to take care of as he chooses.

POINTS TO CO-OP. WAVES

Different committees of the United States Chamber of Commerce are constantly at work in their study of American marketing methods. The Committee on Distribution Methods which makes its report at the National Distribution Conference in Washington, D. C., December 15 and 16, concludes that there is a great fluctuation in the popularity of co-operative marketing.

"Co-operative marketing," the committee says, "exists primarily in the field of agriculture. Few manufactured products are marketed co-operatively, except butter, but many manufactured products are purchased co-operatively by the farmers. It appears that the co-operative movement goes in waves with recurrent bursts of activity and enthusiasm. The first great co-operative wave was during the Granger movement of the 70's. In spite of these ups and downs, the general tendency of the movement is decidedly upward, and there is no doubt but that co-operative marketing will grow in importance as time goes on. It is reported by the Government that there are 12,500 producers' co-operative associations in the United States. The f.o.b. value of the products they handle is in excess of \$2,000,000,000."



PLANT OF FOUNTAINTOWN (IND.) ELEVATOR COMPANY

cents a bushel. Of course cars were smaller and this was taken into consideration, as cars run from 20,000 to 24,000 capacity. Today they average 100,000 capacity and more.

Mr. Kinney is the oldest member of the Board of Trade in the grain trade and in point of service. In 1890 he was elected to the Governing Committee, in 1896 he became vice-president, in 1897 he was elected president, and in 1898 elected again to the Board of Governors, of which he is still a member, having served in office for 35 years.

DUST GUN PERFECTED

Patterned after experimental devices used in some terminal grain elevators, a new apparatus for exploding industrial dust by electric sparks has been developed by engineers in the Bureau of Chemistry, United States Department of Agriculture, Washington, D. C. The Bureau is being called upon continually for demonstrations of dust explosions before national organizations and conventions, and also by grain handling companies who desire to test the various kinds of dust produced during grain handling and manufacturing operations.

In the original apparatus designed by the Bureau, the ignition was produced by an open flame and served as the means of bringing the dust explosion hazard to the attention of workmen and operators in industrial plants. It was difficult, however, in the use of the open flame to control the explosions in an effective way.

The new "dust gun" made its initial appearance at the recent National Exposition of Chemical In-

will be selected for the meeting if room may be found to take care of the 400 or 500 people who are expected to attend.

BUFFALO EYES COMPETITORS

"First I wish to direct your attention to what is being done by your competitors," said a speaker before the city council of Buffalo, which was considering recently the project to enlarge the city's harbor. The council gave its approval to the plan after some discussion which followed the speaker's further remarks:

During the 1924 season we had the largest grain movement over the Great Lakes ever known. Only once before has the movement exceeded 500,000,000 bushels. I want you to know that 228,455,295 bushels of this went to Canadian ports. Buffalo received slightly more than half of the movement. The Welland Canal took 127,093,898 bushels, and Port Colborne alone received 95,820,390. Ogdensburg had more than 3,000,000. What will Ogdensburg and Oswego do when the Welland Canal is finished?

Construction has been completed on a 1,000,000-bushel elevator at Owen Sound, Ont. The capacity of the Grand Trunk Elevator at Montreal has been increased from 2,150,000 bushels to 3,500,000, and a 1,600 foot conveyor added which will permit the loading of six ocean vessels at the rate of 30,000 bushels per hour each. The Tarte Pier Elevator at Montreal has an initial capacity of 2,000,000 bushels, and a storage capacity of 14,000,000. This elevator has four marine legs of 60,000 bushels hourly capacity, and eight conveyors to five shipping berths, capable of handling 120,000 bushels hourly. An annex has been built to the Port Colborne, Ont., elevator with a capacity of 1,000,000 bushels, bringing the total capacity to 3,250,000.

The construction of the new Welland Canal will

Murray Elevator Adds Million Bushels to Storage

Total Capacity of Murray Elevator, North Kansas City, Mo., Is Increased to 2,500,000 Bushels by Latest Concrete Addition

ADDITIONS to existing storage and the erection of new units in the area adjacent to the Kansas City market have become quite the conventional thing in the last few years. And there are still others to be heard from. One of the most recent was that of the Murray Elevator, North Kansas City, Mo., which is operated by the Norris Grain Company and owned by the Chicago, Burlington & Quincy Railroad. This is an addition of imposing dimensions and capacity to an existing house of no mean proportions. The addition measures 130 feet in length, 130 feet in width, and 80 feet in height.

Since the new unit is in a measure dependent upon the original plant for its mechanical efficiency, it may be well to briefly review the facilities of the original elevator and its two annexes before entering into a detailed description of the new elevator's equipment. The original elevator consisted of a working house 60 feet 4 inches wide by 165 feet long by 190 feet above base of rail. Annex "A" had 18 tanks 21 feet 8 inches in diameter by 88 feet 5 inches high with 10 interstice bins of the same height. Annex "B" corresponds to "A" in general dimensions and layout. There are with the original unit a drier building 18 feet 9 inches wide by 28 feet long and 58 feet high and a dust house 16 by 14 feet on the ground plan and 28 feet high, as well as a power plant 49 by 88 feet in size and 30 feet high. The track shed, 48 feet wide, 180 feet long and 28 feet above the base of rail, completes the list of buildings.

The first story of the working house is enclosed by reinforced concrete. In building the first story walls provision was made to connect large rolling shutter doors on both the east and west sides, so that the entire first floor can be thrown open for ventilation. The working house walls are of asbestos corrugated iron and fitted with steel semi-ventilating windows.

Annexes "A" and "B" are built of tile and surmounted by a steel cupola enclosed with tile. Three steel bridges connect the working house with Annex "A." The grain handling equipment was originally operated from the steam plant by means of transmission rope, gears and sheaves, but was later electrified and each of the drives was designed to be driven by means of motors and gears. The entire first floor cleaning machinery consists of four No. 10 Monitor Warehouse Separators, four No. 10 Invincible Oat Clippers and a Carter-Mayhew Disc Separator, all of which are electrically driven. A car puller, operated by a 50-horsepower motor, is used. First floor spouting constitutes a very elaborate system and enables the operators to handle their grain in the most satisfactory manner.

The new elevator, which has just been completed is of concrete construction and was erected by the Burrell Engineering & Construction Company of Chicago, Ill. It has a storage capacity of 1,000,000 bushels, and this is divided into 36 tanks and 25 interstice bins. The receiving capacity is 30,000 bushels per hour and the shipping capacity is the same.

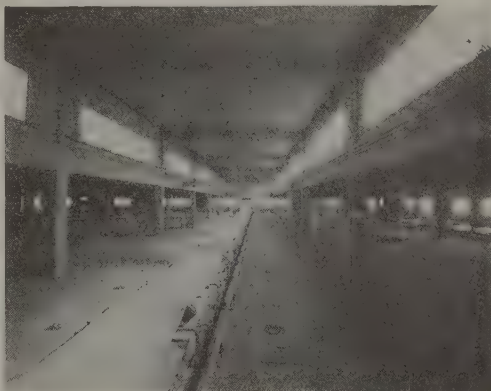
Electric power is used, and the current also provides the means of lighting. Individual motors are used, nine in number, and these are of course of various sizes, ranging from 10 horsepower to 100 horsepower. Morse Silent Chain Drives transmit the power from the motors.

There are eight belt conveyors, for which the belting was furnished by the Hamilton Rubber Manufacturing Company of Trenton, N. J. About 2,000 feet of 36-inch belt were required for the job. Three of these conveyors are in the gallery, three are in the basement and another two in the basement are used for turnover purposes. The elevator is equipped with the Zeleny Thermometer System, which definitely determines the condition of

all grain at all times and constitutes a safeguard.

The machinery already mentioned is further supplemented by a turnover leg of 12,000 bushels per hour capacity and a Weller Manhoist for bin inspection. The machinery equipment in general was furnished by the Weller Manufacturing Company of Chicago.

Among the special features worthy of note in the plant are the Burrell Daylight Basement, and the turnover leg located between Annex "B" and Annex



VIEW OF CONVEYOR GALLERY OF THE MURRAY ELEVATOR

"C," the latter unit being the new storage. This leg and the crossover belts in the basement permit the operators to transfer or turn over all grain in Annex "C" without interfering with the operation of the headhouse, Annex "A" or Annex "B." The latter three have a capacity of 1,500,000 bushels,

tors on the four receiving legs, on the four shipping legs and the Invincible Oat Clippers; seven 30-horsepower motors on four cleaner legs and three shipping conveyors; four 25-horsepower motors on the double barrel Clark Power Shovels and three storage conveyors; seven 15-horsepower motors on the screenings leg, the four Monitor Warehouse Separators, the Carter-Mayhew Disc Separator, and the screenings conveyor; five 7½-horsepower motors on the four receiving conveyors and on the passenger elevator. The original building was erected by the same engineers who handled the present addition, i. e., the Burrell Engineering & Construction Company, they having completed their original contract in the summer of 1920.

The plant is at present operating at its full capacity and with 100 per cent efficiency, and is regarded as one of the fastest of the large elevators in the Southwest. The principal grains handled are wheat, corn and oats.

OHIO GRAIN SCHOOLS SCHEDULED

Grain elevator men of Ohio will have an opportunity to avail themselves of the advantages offered by Ohio State University in connection with the study of elevator problems between January 4 and March 5 of next year. An eight weeks' short course school is planned. Some of the courses to be given include the following: Grain grading and seed study, including laboratory practice in grading of corn, wheat, oats and rye, and the identification of impurities will be among the subjects discussed, as will grain marketing, with a study of local elevator problems to secure the best markets and shipping facilities, and the intricacies of putting the grain into trade. Elevator bookkeeping and accounting, giving practice work in setting up and conducting elevator accounts and the making of periodical reports. Problems in elevator organization and management, showing the procedure in organization of an elevator company, stock and patronage dividends,



NEW UNIT OF THE MURRAY ELEVATOR, NORTH KANSAS CITY, MO.

making the total capacity of the plant 2,500,000 bushels. Each of the newly installed belt conveyors has a capacity of 10,000 bushels per hour.

The old unit had four receiving and four shipping elevator legs, having a capacity of 10,000 bushels per hour each. The four cleaning legs of 3,000-bushel per hour capacity complete the original facilities. Two 36-inch transfer belts, raised up to a level of five feet above the original distributing floor, provide for storing grain into Annex "A" and Annex "B." A series of telescope spouts were installed to receive the grain from both the scale and the reversible trippers on the transfer belts. There were three 14-inch diameter telescope spouts installed in each bay which has a scale.

The motor equipment in the original house and annexes was as follows: Nine 75-horsepower mo-

financing and policies incidental to the starting of such an organization.

The course will be operated on an intensive and practical basis to meet the needs of men not able to pursue a longer college course and those in charge plan to incorporate into it the best of the knowledge gained by contact of the college staff with the mills and elevators of the state. Arrangements have been made with boards of directors and managers of elevators within a radius of 50 miles of Columbus, and these places will be used for class work.

A limit of 15 has been set for enrollment this year to insure a higher degree of personal attention to the students and to facilitate work in the elevators. All entrants will be required to pay the regular short course fee of \$11, five dollars of which will

be payable at the time of application. In addition there will be a laboratory fee of \$25 to cover normal costs and the expense of transportation to the various elevators.

NEBRASKA FARMERS' ELEVATOR HAS STEADY GROWTH

Even though the volume of grain passing through the hands of a country station elevator may be modest, the management, if capable, may frequently develop the enterprise in such a way that it yields a fair return and when considered in its proper perspective it compares favorably with its large competitors. One such house which has successfully demonstrated its value to the community and car-

illustration, there is a detached office building which contains all regulation modern office fixtures and devices. The concern has been under the management of G. A. Kailey since its organization and has been gratifyingly successful.

The present officers include the following: E. J. Gordon, president; John M. Ryan, secretary; M. Corner, I. W. Crowell, George Heffelbower, directors; and the manager, G. A. Kailey.

REPORT ON CORN FARMERS

The Washington, D. C., representatives dispatched by Secretary of Agriculture Jardine to Iowa to investigate corn farmers' distress there, in their report say: "While our mission was to

also widely fluctuating and often unsatisfactory prices for their products." The report continues as follows:

The question of credit to aid the orderly marketing of Iowa corn has been brought into prominence by the recent severe drop in prices. The estimated average price of old corn received by producers in Iowa was \$1.01 in October, 1924, and 98 cents in August, 1925. By October of this year the average price had dropped to 70 cents. In the first half of November sales of new corn were reported at from 50 to 60 cents, with an average price of around 55 cents. It should be remembered, of course, that the new corn sells at a discount because of its high moisture content. The decline in corn prices is viewed with concern by the people of the state, and especially by farmers who sell for cash a large part of their crop. That such farmers represent no inconsiderable number of the producers in Iowa is indicated by the fact that shipments of corn out of the counties where grown average about 20 per cent of the crop, and in years of large production sometimes reached 30 to 35 per cent. While the movement of corn out of some counties is relatively small, in other counties it amounts to as much as 40 to 50 per cent of the crop.

The recent break in prices is a result, primarily, of the large corn crop produced this year. Recent estimates place the crop for the United States at 3,013,000,000 bushels, and for Iowa at 477,386,000 bushels, which is the largest yield in the history of that state. An analysis of the situation, however, indicates that several factors will tend to offset the increased crop. The low carryover of old corn from last year, short feed crops in some sections of the country, relatively higher prices for hogs and cattle as compared with corn prices and a probable increased feeding demand, a prospective increase in the number of hogs to be fed next summer, generally good business conditions—all are strengthening factors in the price situation. On the other hand, there are influences which may have a weakening effect on prices, such as the size of the corn crop, some reduction in the number of livestock, and the low prices of other feed grains.

The report indicates improvement in the Iowa banking situation, but bank failures have been numerous in the state and there appear to be spots where existing credit agencies are not able to meet present legitimate demands for credit. It is believed, therefore, that "the time is opportune for a wider use of the facilities afforded by the Federal Intermediate Credit System", which was established for the express purpose of aiding logical banks and other credit institutions in financing the production and orderly marketing of livestock and other agricultural products. The Federal Intermediate Credit Bank at Omaha stands ready to co-operate with farmers, bankers, and business men in providing sound credit for the orderly marketing of the corn crop.



FARMERS UNION CO-OPERATIVE ELEVATOR, RED CLOUD, NEB.

ried on a profitable business for some time is the Farmers Union Co-operative Elevator, of Red Cloud, Neb.

It is located on the right of way of the Chicago, Burlington & Quincy Railroad, and is an elevator of the studded type of construction. The building measures 26 feet by 36 feet by 53 feet. A good general view is given in the photograph from which the illustration appearing on this page was made.

The storage capacity of the elevator is 15,000 bushels, and this is divided into 10 bins, four of which are on each side and the remaining two over the work room. The receiving capacity is 1,500 bushels per hour, as is also the shipping capacity. Cleaning facilities are afforded by a Beall Wheat Cleaner which can handle 500 bushels of grain per hour.

Electricity is used for lighting and also provides the motive power. Central station service furnishes the current. There are three motors, one of which is of 10 horsepower, one of five horsepower and one of one horsepower. These were made by the Fairbanks Morse & Co., Chicago, and are connected by belt drives.

A Richardson Automatic Scale cares for the weighing necessities of the plant. In the matter of protective features and safeguards, the plant is well taken care of. It is equipped with lightning rods, and has steel water barrels as well as fire extinguishers to guard against fires. There is a manlift in the house. The principal scale already mentioned is supplemented by wagon scales and a truck dump.

The bulk of the business handled is in wheat, corn, oats and barley. However, in addition to the grain business, the company also merchandises coal and feed as sidelines, and has found the coal trade a profitable adjunct to the grain business. The annual turnover in grain generally runs to about 150,000 bushels.

The company was organized in 1918, and now has 300 stockholders, with a paid up capital stock of \$24,100. Dividends declared by the organization since its inception have amounted to approximately \$38,000, besides which the company has built up a good reserve fund each year. As will be seen in the

survey credit and farm storage conditions in Iowa, we feel it should be added that deep interest was expressed in the problem of stabilizing the prices of farm products and in bringing about a better relationship between the prices of the things farmers buy and the things they sell. The agricultural situation has improved since 1921, but it is apparent that many Iowa farmers still labor under the handicaps of large debts, high operating expenses, high taxes, high interest rates on short term loans, and

The Grain and Flour Export Trade of Canadian Pacific Coast Cities

By E. L. CHICANOT

ONE of the most outstanding features of Canadian economic development in the period since the conclusion of the World War has been the remarkable growth in the volume of business to go out from the Pacific Coast. In brief time and in quite sensational manner, western Canadian ports have asserted themselves as serious rivals of outlets in the East. Vancouver, in certain respects, has come to challenge the position of Montreal, and lesser Pacific ports now consider themselves not unworthy of comparison with those on the Atlantic and the St. Lawrence Gulf which formerly transacted a much greater volume of business.

Circumstances in the post-war period, for the main part unforeseen, have favored this section of the Dominion over others, but such fortuitous aid has been supplemented by the ceaseless and aggressive efforts of business and port interests there. The combination has revolutionized the status of Vancouver, for instance, elevating it from a mediocre outlet for an insignificant volume of trade across the Pacific to the position of third port along the entire Pacific Coast in point of total business and the first grain exporting port along the same coast.

Instructions were recently issued by the Canadian Railway Commission which are fraught with considerable significance to the future of Canadian grain and flour movement and must inevitably react still further to the swelling of export trade on the

Canadian Pacific Coast, through the greater routing of these commodities via Pacific ports. These are to the effect that tariffs must be filed reducing rates on grain and flour to the Pacific ports for export to the same rates, proportional to distance, as grain and flour would carry moving east for export. The compliance with this order presages a yet more drastic change in the transportation of western Canadian grain and flour which has been in progress for some time.

The export business from the Canadian Pacific Coast in grain and flour is already one of the most important of the activities of that section, though its inception and growth belong entirely to the post-war period. An alternate outlet to the gulf ports, particularly for grain, has always been regarded in Canada as a supreme desideratum to lessen the violent strain of transportation and the hectic bustle which prevails at Montreal in the brief time between the harvesting of the western crop and the freezing of the St. Lawrence. Various suggestions for such a provision have been made in the past, but it does not seem as though the Pacific Coast ports were ever very seriously considered.

The rapid development of Vancouver and other Canadian Pacific ports as outlets for grain has come about in partial measure from a sudden and remarkable increase in the consumption of wheat and its products by the countries of the Orient together

with a consequent demand for hard quality wheat. In larger measure it is the result of the unexpected proving of the feasibility of shipping wheat to Europe via the Panama Canal. These in the main are the factors which have together raised Vancouver to its present eminence as an exporter of wheat and flour and promise to yet further elevate it, though demands from other countries have contributed to some small extent and may be greater influences in the future.

An experimental shipment of wheat sent from Vancouver to England in the winter of 1919-20 which arrived at Liverpool in first rate condition immediately opened up tremendous vistas for the Pacific port. It has never looked back but since that

so, that broadly it is considered that it will be as economic to ship grain from points on the Saskatchewan boundary by the western route as by the eastern. This means that within a short time Vancouver and its sister ports on the Pacific should be receiving for export practically the entire Alberta wheat crop which, based on the 1925 estimate of yield, would mean a volume in the neighborhood of 100,000,000 bushels.

Such an event is most supremely to be desired in view of western Canada's annually increasing crop acreage, though temporarily reducing in some small measure the volume of grain to be exported from Montreal. In the crop year ending July 31, 1925, deliveries at Montreal were six and three-quarter

000,000. In the past few years Vancouver has steadily been seizing a greater proportion of the Dominion's export trade in flour, which in 1925 amounted to 11,029,227 barrels worth \$70,638,692.

While the development of the grain and flour movement to Europe is probably the most significant in its effect upon Canadian Pacific Coast business, a very influential factor to be taken into the reckoning is the future development of traffic in these commodities to the countries of the Orient. This is an entirely post-war feature of Canadian Pacific trade and considering its meteoric growth in the past few years, one would naturally hesitate to put limits to its future expansion.

Previous to the war there was no export of wheat from Canada to the Orient and in 1910, an average prewar year, China took 4,551 barrels of Canadian flour worth \$19,643 and Japan 13,985 barrels worth \$58,136. Compare these figures with those of the last three fiscal years:

WHEAT			
	1923	1924	1925
Japan ...	2,610,012 bus.	7,058,910 bus.	6,443,941 bus.
	\$3,311,159	\$7,558,147	\$6,735,859
China ...	770,907 bus.	5,206,820 bus.	2,396,474 bus.
	\$950,115	\$5,043,270	\$2,324,953
FLOUR			
Japan ..	124,953 bbls.	111,965 bbls.	19,299 bbls.
	\$684,729	\$570,929	\$104,137
China ...	270,526 bbls.	504,923 bbls.	345,706 bbls.
	\$1,382,094	\$2,491,066	\$1,743,830

There are still other countries and their possibilities of future trade to be taken into account. The Canadian Pacific coast has been aggressively extending its markets and will doubtless continue to do so with greater stimulus. Of the 25,000,000 bushels of wheat exported by Vancouver in the first six months of 1925, 20,000,000 bushels went to the United Kingdom, 4,000,000 to the countries of the Orient, and the remainder to Central and South America and New Zealand. Flour in addition to going to the Orient is moving out of Vancouver in increasing quantities to the United Kingdom and other countries of Europe, particularly Norway.

The Canadian Pacific Coast has long been conscious of its coming importance as an exporter of



VIEW OF CALGARY, ALBERTA

time has striven energetically to fit itself for the new role it was called upon to play, meanwhile handling what business it could with its limited facilities. Of the 1921 crop of western Canada some 6,000,000,000 bushels passed through Vancouver; of the 1922 crop 15,000,000 bushels; of the bumper crop of 1923 about 50,000,000 bushels; and of the smaller crop of 1924 about 25,000,000 bushels.

Since the possibilities in the grain and flour trade first loomed up on the Pacific Coast, interests there have strenuously and without cessation fought for an equalization of freight rates on these commodities moving westward with those moving eastward, the previous status of the rates having given a preference to eastern ports on account of the severe gradients encountered by the railways in shipping from the prairies across the Rockies. Even before these new rates went into effect it was inevitable that, with its storage and its handling facilities increased, Vancouver would handle a greater part of the 1925 and subsequent prairie crops, but the new rates will tend to make a yet more drastic alteration in Canadian grain movement by taking away traffic from eastern ports and giving it to those in the West.

Grain moving to Vancouver for export has come from the westerly section of the Province of Alberta and the line of division for shipping east and west has year by year been gradually moving eastward towards the Saskatchewan boundary. In the busy period of the last grain shipping season the average daily shipments, practically entirely wheat, from Calgary west to Vancouver for export, ranged between 70,000 and 100,000 bushels. Figures of the grain movement from Alberta to Vancouver for the crop years 1923 and 1924 show that 54,725,348 bushels and 25,273,595 bushels respectively went from Calgary to the Pacific Coast, a volume which did not amount to 50 per cent of the exportable crop of Alberta in either year.

The new tariff adopted by the railways makes an equalization of grain rates between Vancouver and Fort William beyond the interprovincial line between Alberta and Saskatchewan. At a point well within the Province of Saskatchewan, grain may be shipped as cheaply to the Pacific Coast as to the lake port. To the eastern shipment, of course, must be added the water rate from the lakehead to Montreal, but such a disadvantage is offset by the higher ocean rate applying from the Pacific Coast to Europe.

This will, more or less, affect a general levelling

times the amount of those at Vancouver. The Atlantic ports which have been accustomed to receive merely that small proportion of the crop Montreal could not handle in its season, generally between 5 and 10 per cent of the total, can scarcely entertain any hopes, at least for some time, of further developing a grain export trade.

With regard to flour export, the new rates would appear to have almost an equally important signifi-



VIEW OF THE PORT OF VICTORIA, B. C.

cance. While at the Government return of the flour milling industry in 1923 only 27 per cent of the Dominion's flour mill capacity lay in western Canada establishments, developments since that time have been mainly in that area and the tendency today would appear to be to locate and expand in the heart of the great wheat producing plains. The Spillers' interests, whose manner of entry into the Canadian field immediately constituted them the foremost factor in the Dominion's grain and milling trade, are concentrating solely on the western provinces and came into the area with the intention of developing the western route before there was any suggestion of a reduction in transportation rates. Spillers Canadian Milling Company was recently incorporated and is hastening the completion of its mill in Calgary, which is costing in excess of \$3-

western Canadian grain and grain products and the concession of equal rates for which it fought long has given fresh stimulus to the activity prevailing there to adequately fit and equip itself. Since 1919 many improvements have been effected in the capacity and equipment of the grain elevators at Vancouver and in the vessel loading facilities of the port. Vancouver now has seven grain elevators with a total capacity of 6,900,000 bushels, and its grain loading berths now number 13.

Extensions under way will further add to Vancouver's storage capacity next year. Other Pacific ports are likewise making preparations to get their share of the traffic. A million-bushel elevator is being erected at Victoria at a cost of more than \$1,000,000 and a second grain plant being established at Port Mann with a 5,000,000 bushel capacity.



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This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

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We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers National Association and of the Illinois Grain Dealers Association

CHICAGO, DECEMBER 15, 1925

PROPS FOR THE TALL CORN

REPRESENTATIVES of midwestern agriculture, industry and finance met in Chicago the first of the month and pledged their aid to the Iowa farmer in marketing his 447,000,000-bushel corn crop. The organization of two corporations with a combined capital of \$500,000 and a lending strength of \$5,000,000 is now in its final stages.

The unfortunate circumstance of a bumper corn crop and a bumper distress crop seems puzzling to many. Officials at Washington, remote from tall corn fields, but vitally interested in the next vote harvest of that area, have, as usual, showered messages of sympathy upon the corn grower. They were right in devising a speedy means for his relief in the present situation, but the farmer and legislator would do well in seeing that the giant loan corporations formed are only emergency affairs. What can be done to prevent a recurrence of the corn growers' complaint?

The legislature at Des Moines could do a lot. It is not fate or market quotations that constantly gives the tall corn state farmer such a run for his money, but the inadequacy of the farm loan machinery in that state. On Page 379 is an authoritative summary of the shortcomings in the Iowa State Grain Warehouse Act. Fixing the cogs in that loan machinery seems to be up to the Iowa legislature. Another item for the solons' consideration is the carelessness of their bank examiners and of many of their bankers in regard to an over-proportion of corn farmers'

notes being carried by small and medium sized banking institutions. An S. O. S. to the Federal Government is a means to the end of remedy. An organized appeal to the state government would be a means to the end of prevention.

INLAND EMPIRE PLANS

COMPLETION of the nation's entire river and harbor system within five years: That is the objective of the work being done in the lobbies and elsewhere by several groups in Washington at present. Though bringing much pressure to bear on legislators, they should not be confused with "pork barrel packers." They are undoubtedly representing the best interests of the great empire extending from the Alleghenies on the east to the Rockies on the west, and from the Canadian border on the north to the gulf. A man who attained a reputation for oracular statements on transportation problems, James J. Hill, declared:

Nature indicates that the commerce of the Middle West, with the rest of the world, should be carried in part by the Mississippi River and its navigable tributaries. The burden, which the railroads cannot carry, will be shared by the waterways. The congestion arising from a steadily increasing volume of commerce will be relieved by turning over a share of the business to the towboats and the barges. Here lies the most practical exit from our national transportation dilemma.

The demand for the \$100,000,000, five-year appropriation for the completion of the inland water highway project is not inconsistent with the administration's policy. President Coolidge in a message to Congress has said that the lakes-to-gulf waterway and other river projects "should have immediate consideration." Why not take the New Englander at his word?

ASK ANY ENGINEER

THE program of the National Farmers Elevator Company, as the name indicates, is an ambitious one. Ninety-two farmer grain concerns in Iowa and Illinois started the company by subscribing \$25,000 in stock prior to the incorporation and the hope of the founders now is to extend the organization to about 1200 other elevators in the two states. The national co-operative is to function on exchanges through subsidiaries such as the Rural Grain Company. No business will be transacted though until enough (probably \$100,000) of the \$250,000 of capital stock has been sold to insure sound financing. There is evidently some difficulty in getting the necessary capital coralled. Whether this is due primarily to the conservative policy of the promoters or to the apathy of the prospects is a question.

The farmer elevator movement today has certain weak points. There is for one thing a lack of competition. Out of 499 towns from which the authors of Bulletin 211, Iowa Agricultural Experiment Station, had reports, there was no competition at 217 points, one competitor at 226 points, two competitors at 53 points, and three competitors at four of the towns. Nothing will so make a man-

ager let down his efficiency as lack of competition. Iowa's competitive conditions are fairly representative of the Midwest. Therefore, the first weakness of the farmer elevator system as a whole is weak management. The second flaw is that since the big grain-combine fight in the first decade of this century, the farmers are becoming apathetic toward the country elevator around which they valiantly rallied when there was something to rally for. The old fight and the old enthusiasm are waning.

The third weakness is the attempt to get into the terminal markets with rather elaborate marketing schemes while local elevator problems remain unsolved. For instance, according to the author of the Iowa bulletin before referred to, "at least three-fourths" of the Hawkeye farmers' elevators need change of management. "Only about 15 per cent of the elevators have a bookkeeping system which could be considered adequate." Bookkeeping and all such business foundation work is, of course, a very dull proposition compared to an architect's drawing of a skyscraping terminal market plan. The business engineer's criticism of the National Farmers Elevator Company would likely be that it is not so bad as a superstructure, but that it could stand a little more bed rock beneath it.

THE SIXTY-NINTH

CONGRESS is barely started on its program at Washington, and in the lull before the storm, grain dealers are among the spectators especially interested in watching the clouds on the legislative horizon. That the darkest cloud may just blow over without getting anybody wet, is indicated by the mid-December developments. Coolidge made a trip to Chicago and by his remarks on co-operative marketing, made the split in the American Farm Bureau Federation a little cleaner and a little wider. The radicals of the bureau who favor pushing a second McNary-Haugen bill, elected their spokesman as president of the Federation. Their strength at Washington yet remains to be shown but it is certain they will suffer from the alignment of a great part of the Bureau on the side of the administration. Cummins, La Follette, Jr., the farm bureau radicals, the bureau conservatives, and Jardine are all for co-operative marketing—but each for a different kind. The inevitable compromise will probably be harmless. If the co-operative leaders would co-operate, the grain trade might need to worry more.

UNTRUMPETED RESULTS

ONE of the quietly working, untrumpeted organizations concentrating its energies on the bettering of shipping conditions over a wide territory is the Ohio Valley Shippers' Advisory Board. This group is a voluntary association of shippers and receivers of freight, and is composed of committees representing the various lines of production, such as agriculture, mining and manufacturing. The success of their efforts, through

co-operation with the car service division of the American Railway Association, toward maintaining efficiency of transportation service, has met with quite universal approval. They are getting results.

Meetings are held quarterly, at which time each committee chairman submits a report, giving an outline of the economic progress of the industry which he represents, an estimate of car requirements for the subsequent three months, and any other information that may be of value to the carriers in anticipating the transportation requirements in the district. Also any complaints as to service, and suggestions as to improvement in transportation matters are heard.

The steady growth of such shippers' advisory boards throughout the country is distinctly encouraging. These groups have accomplished far more than the rank and file of grain dealers and other shippers realize. Credit is also due to the railroad executives who have been active in encouraging the shippers to form such organizations and in working with them for the improvement of service.

RUST IN A NEW LIGHT

FROM Winnipeg, Canada, comes the news that Samuel Larcombe, Manitoba agriculturist, has developed a rust-resistant wheat, Axminster. It is not officially claimed that this wheat is 100 per cent proof against rust, although so far it has shown nearly a perfect resistance. The *St. Paul Dispatch* sees not so much of good in the discovery as it does of evil, and explains:

If the newly developed grain should prove all that is now claimed for it, it would simply add another facet to the problem of the surplus. Black stem rust has done more than its share in keeping production below normal and in decreasing our exportable surplus. It has not been an unmixed evil, in that way. If the average yield per acre of North Dakota could be increased from 10.4 bushels to double the amount, due to the absence of damage to the crop by rust, the problem of the surplus would become even more acute.

This glorification of rust, though not logical, is entertaining. If the theory were followed out to its conclusion, it might mean that rust-ridden wheat could be saved for seed and the elevators sell it at a premium instead of a discount.

EDITORIAL MENTION

Is a touch of sentiment out of place in a grain magazine? Whatever the answer, after 44 years of publishing, the AMERICAN ELEVATOR AND GRAIN TRADE cannot resist wishing its many friends, old and new, a merry Christmas and a prosperous 1926.

Shippers on the lakes, who on account of short crops have lighter cargoes than usual this year, may take heart by comparing the lot of their ports with that of Portland, Maine. A letter from that city says, "Am enclosing a comparative statement of the

grain receipts and shipments here for this month as against those of this month last year." The writer then proceeds to fill in 20 zeros in 20 different blanks provided on a form attached.

Besides a movie film to show the danger of dust explosions, the United States Department of Agriculture has a "dust gun," a mechanical device to demonstrate how easily dust ignition may occur. Ignorance of the dust explosion law is now less of an excuse than ever.

Warning has been issued by Government officials that much of the wheat which is being held for higher prices is getting in bad shape. There is no enjoyment in seeing quotations turn upward if grain by lack of turning or other handling, has been allowed to deteriorate.

American inventiveness is not on the wane. More than 103,000 applications for patents were received by the United States Patent Office during the fiscal year of 1925. Progress in the grain trade depends not only on grain and elevator management, but on the perfection of the mechanics of grain handling.

The Chicago Board of Trade expects eventually to get \$100,000 annual royalty from the new ticker telegraph service now being made available to all points in the grain belt. Instantaneous knowledge of quotation values irrespective of distance from Chicago will be worth that sum and more every year to the grain trade.

Charles B. Riley, secretary of the Indiana Grain Dealers, has been going round and round with the *Hoosier Farmer*, official organ of the Indiana wheat poolers. So far he seems to have the best of the argument, as he has shown that farmers who patronize pool elevators receive much less than those dealing with regular grain dealers.

It will be recalled that on September first, imports of grain to Germany which had been on the free list for 10 years became subject to duty. On the thirty-first of next month the duty tax is to be made twice as high, unless, as is now predicted, the tariff law is revised. The duty as it now stands is apparently high enough to serve the Germans' needs.

"An average acre of Alfalfa is worth from three to four times more than an acre of Timothy or Clover." This is the declaration of a group of Wisconsin farmers who have kept records which substantiate their statement. That would not hold true in every state of course. There will always be a good market for good Timothy, Clover, and Alfalfa. None of them is faultless.

As counsel for certain national seed trade associations has pointed out, only about four states having seed laws are really enforcing them. Laws relating to seed which are not enforced thoroughly, naturally react to the

disadvantage of responsible and law abiding seed sellers. A comprehensive interstate seed law has been suggested for some years. The trouble is, that seed statutes are among those laws which seem to logically fall under state jurisdiction. Too much federalizing is to be avoided. Yet if state officers refuse to be responsible agents for protection of their seedsmen, those affected have nothing, it is true, but the recourse of Washington, D. C.

The percentage of gains shown in 1925 above those in 1924, cannot be maintained during the new year ahead in the Ninth Federal Reserve District, comprising Minnesota, the Dakotas, Montana, and parts of Michigan and Wisconsin, Chairman Mitchell, of the Federal Reserve Bank says, unless a favorably livestock situation, coupled with other forms of business stimulus offset the decline in purchasing power from grains. The value of diversified farming and industry in the Northwest was never more apparent than this year.

The last day of the San Francisco part of the Hoch-Smith railroad rate hearing, a Mr. Bixby was called as a witness. He proudly announced during his testimony that as a member of the Agriculture Conference he was responsible in great measure, for the endorsement by that body of what has come to be called the Hoch-Smith Resolution. "Nobody threw a brick at him nor did anyone offer him a crown of roses," says the *Traffic World*, but he was a marked man for all that. "So that's the 'farmers' friend' who did it," was the attitude of those in attendance.

Now that the International Grain and Hay Show is over, we are reminded by a Canadian correspondent that while Canada dropped the wheat growing championship to the United States for the second time in 15 years, the winning exhibit was grown from seed originally purchased from Seager Wheeler of Rosthern, Sask., who has won the championship for Canada five times. L. P. Yates of Fishtail, Mont., was crowned the new wheat king. Canadians made a notable showing in wheat, however, scoring 20 out of a possible 30 prizes on Hard Red Spring wheat in a field of 155 exhibitors. In oats United States entries won 14 out of 25 prizes.

There is a feeling in some railroad offices that the assistant freight traffic manager of the New York Central "pulled a Benedict Arnold" when he publicly expressed his belief that motor truck transportation had come to stay and should be used by the railroads as an ally. This traffic expert is right, however, in declaring that it is folly for rail officials to oppose expansion of motor truck use. There is no reason to believe that the trucks will prove detrimental to railroad prosperity in the long run (figuratively and literally). Motors can supplement or supplant the locomotive in many cases and the sooner the rail companies reorganize their service to allow for that fact, the better for all concerned.

D. W. HOPKINS
Cincinnati

NEWS OF THE TERMINAL MARKETS

J. F. WICKENHISER
Toledo

NEW OFFICERS AT OMAHA

The new Board of Directors of the Omaha Grain Exchange, Omaha, Neb., met recently and elected the following officers to serve the Exchange the coming year; President, Frank C. Bell of the Updike Grain Corporation; first vice-president, Edward P. Peck of the Omaha Elevator Company; second vice-president, H. A. Butler of the Butler-Welsh Grain Company; treasurer, W. J. Hynes of Hynes Elevator Company.

Mr. Bell is a director of the Omaha Grain Exchange as well as a director of the Chamber of Commerce. He became identified with the Updike Grain Corporation in 1908 and became manager of its consignment department in 1912. He is at present a director of the company.

TO GRADE NO. 1

Our wheat fields do not present a vigorous appearance. Recent wheat markets have looked much more attractive to wheat growers and the spectacle of a few Illinois farmers sowing wheat in December was witnessed recently.

Insofar as we can learn, the first rush of corn to market from south central Illinois is waning and farmers are taking their breath and watching and waiting a little to see what Congress or some other guardian angel is going to do for them before selling freely again.

The condition of our corn as regards moisture is changing but slowly for the better, while the discounts exacted in Chicago on damp corn are excessive and costly and will naturally tend to check the movement. This crop will largely grade No. 1 next summer and in so far as we are concerned, would be glad to see the bulk of the surplus held until that time. Corn shucking is largely completed in this immediate vicinity, but farther north in the state much remains yet in the fields.

Oats are in better request and show the most independent strength in months.—H. I. Baldwin & Co., Decatur, Ill. Late market letter.

SUMMARY OF THE CHICAGO BOARD OF TRADE WEIGHING DEPARTMENT

By J. A. SCHMITZ, WEIGHMASTER

Analyzing the year's work of weighing grain and inspecting cars and matters akin thereto (a customary procedure at this time of the year) we find much the same problems as have confronted weighing departments since "weights" have been the basis of settlement between the buyers and sellers of grain, only in lesser degree. We still have with us both the human and mechanical elements which, at best, are subject to error. On the other hand, the tendency to careless, wasteful practices is fast disappearing. This is abundantly borne out by reports of men in the field and by the records of the weighing department. It is a fact that many of the vexing problems, formerly confronting the grain trade, have been practically eliminated; and such causes of contention as carelessly swept out cars at unloading hoppers, unprotected cars in railroad yards awaiting unloading, and similar factors directly involved in correct weights have now been so thoroughly corrected that they have ceased to be questions of serious import. And so, too, with the mechanical problems with which weighing departments must necessarily deal. To begin with, the types of scales used have been very much improved. Likewise, have the methods and facilities for testing scales, and maintaining them in a high state of efficiency, been standardized and systematized. In like

proportion, have there been improvements in the equipment used for handling grain to and from cars and lake craft. Similarly, has there been improvement in the car box and cooperage, for which the railroads and initial country grain loaders are entitled to credit, the railroads for improving the types of their cars, and the loaders for their increased efficiency in preparing cars for bulk grain loading. Also, improvements in the facilities and methods of weighing and handling grain to cars at country points have kept pace with modern progress, as is plainly indicated by an analysis of the weight differences on the thousands of cars for which shippers loading weights were furnished the Chicago Board of Trade Weighing Department during the year about to close.

Finally, we are not unmindful of the genuine cooperation received by the weighing department of the Chicago Board of Trade from the buyers and sellers of grain, everywhere, the trade papers, and the railroads. All in all, our weighing department



J. A. SCHMITZ

has much to be thankful for. And I take this opportunity to wish all of our many friends and collaborators, including the efficient staff of the AMERICAN ELEVATOR AND GRAIN TRADE, A Merry Christmas and A Happy New Year.

VOLUME OF GRAIN FUTURES TRADING IN NOVEMBER

The trading in grain futures on the Chicago Board of Trade aggregated a total of 1,260,703,000 bushels in November, according to the report of the Grain Futures Administration, as compared with 1,118,467,000 bushels in the month of November a year ago. There were 297,493,000 bushels of corn traded in against 516,003,000 bushels a year ago; oats 82,789,000 bushels, against 175,346,000 bushels; rye, 29,550,000 bushels against 88,829,000 bushels.

The open contracts in futures on the Chicago Board of Trade for November were, wheat 113,110,000 bushels as compared with 111,016,000 bushels in October and 103,176,000 bushels in September; corn 56,161,000 bushels in November as compared with 46,647,000 bushels in October and 46,392,000 bushels in September; oats, 50,211,000 bushels in November as compared with 49,720,000 bushels in

October and 49,351,000 bushels in September; rye, 11,730,000 bushels in November as compared with 11,869,000 bushels in October and 11,694,000 bushels in September.

NOMINATIONS FOR DIRECTORS AT CINCINNATI

The nominating committee for 1926 of the Cincinnati Grain and Hay Exchange recently reported the nomination of the following candidates for Board of Directors for the Exchange, five to be elected for a term of three years and two for a term of two years; H. N. Atwood, A. Bender, Max Blumenthal; Ralph N. Brown, Robert Lee Early, Elmer H. Heile, H. Trimble McCullough, Herbert H. Mueller, Henry Nagel, H. E. Richter, Fred W. Scholl, W. A. Van Horn, Henry Wolter.

JOHN A. BUNNELL IS NOMINATED

John A. Bunnell, a member of the Chicago Board of Trade since 1890, was nominated on December 9 for president of the Board to succeed Frank L. Carey whose term expires in January. Mr. Bunnell served as president of the Board in 1909. He is also a former director.

Edwin A. Doern, secretary of Pope & Eckhardt Company and well known in the grain trade, was named for vice-president in the report of the Nominating Committee submitted to the directors. Mr. Doern has been a member since 1897, and has served six years as a director.

Those nominated for directors to fill the offices of directors whose terms are expiring are John C. Wood, Horace L. Wing, Charles V. Essroger, Lester N. Perrin and Earle M. Combs.

Nominees on Committee of Appeals are Frank L. Carey, Frank G. Coe, Howard D. Murphy, George A. Kohl and Orrin S. Dowse.

Nominees for the Committee of Arbitration are Walter Metcalfe, Robert J. Hanley, Alex. McD. Simons, Wm. C. Jacob, Caleb N. Canby, Jr.

Those selected for the Nominating Committee are T. E. Cunningham, Luther S. Dickey, Robert P. Boylan, John E. Brennan, Arthur F. Lindley.

IMPROVED QUOTATION SERVICE

The most rapid distribution of grain quotations since the invention of the telegraph will soon be inaugurated by the Chicago Board of Trade, according to a recent announcement.

Edwin A. Doern, chairman of the Quotations Committee, made the statement that under an agreement approved and awaiting only formal execution, an automatic ticker transmission plant to replace the present Morse system will be installed on the trading floor by the Western Union Telegraph Company.

"By means of this latest improved system the ticker will register instantly the price at which commodities are exchanged," he said. "It will greatly quicken the quotation service and permit of greater volume. By means of an instantaneous relay the service to all cities will be expedited."

"It is contemplated that the automatic ticker service in Chicago shall be followed soon by the newly-invented channel printer automatic service between markets. This will mean the registering of quotations of all large grain markets in each separate market almost instantaneously.

"It is the most important step in many years for placing the grain market quotations before the country as quickly as is humanly and mechanically possible."

TO REVISE COMMISSION CHARGES

Te revise commission charges President Gamage of the Kansas City Board of Trade, Kansas City, Mo., has been requested by 50 members of the Board to appoint a committee to revise the commission charges for handling grain futures. The present charge is \$7.50 for 5,000 bushels as compared with \$12.50 at Chicago. It is thought that a fee of \$10 would meet the wishes of the majority of the traders.

IOWA CORN AND POLITICS

The Iowa politician has scored again. With the help of the Department of Agriculture, Iowa farmers will be provided with credits to carry their corn over the period of glut; this latter in itself, is commendable. It is suggested, however, that the action taken on December 8 is much more a help to many Iowa bankers who have lacked conservative judgment in promoting and making loans on lands and products of the farm. Iowa probably is more in need of a school for the study of the art of banking, in order that this great agricultural state may receive the benefits of the wonderful productiveness of its soil and the thrift of its good people.—*Pope & Eckhardt Company, Chicago, Ill. From December market letter.*

AMPLE SUPPLIES AT PRESENT

There is a very small demand for oats in this market. Receipts have been light, but sufficient to take care of daily requirements. Prices here followed western values very closely up until the last day or two, when it has been difficult to realize the recent advances in their entirety.

Receipts of corn have been ample for all requirements. Most of the receipts are natural corn which is going to driers. Natural corn has been arriving in good condition with very few exceptions. Railroads are moving cars quickly. Most of the grading on natural corn shows about 23 per cent moisture.

All shipments of new natural corn should be made to this market for Pennsylvania Lines delivery, as elevators and driers are located on this line.

Generally speaking, there is not much pep in the demand at this end. The trade requirements have been for dried corn, and heavy moisture content of new corn has slowed up the driers considerably. The trade conditions at interior points rather unsatisfactory. Large local stock and supplies in eastern territory is cutting the demand down on corn and oats and hay.—*Harper Grain Company, Pittsburgh, Pa. Market letter of December 11.*

SMALL MOVEMENT WHEAT AND OATS

There is a very small movement of wheat and oats on account of farmers being very busy in marketing the surplus of new Yellow ear corn, a great percentage of which contains high moisture. We hear of some corn still containing 27 per cent moisture and commanding a price of 65 cents per hundred and lower. The better grades will average about 23 per cent and over, none below 21. This class of corn is bringing from 75 to 80 cents per hundred. The early heavy movement is in full swing and will continue for at least three weeks. Good corn is being sold for export. It is surprising to know that corn is arriving seaboard in good condition.

There is no hay being marketed, none to market on account of the short crop.

Most large farms have finished husking, and this class of corn will not be marketed until after the holidays.—*Pollock Grain Company, Middlepoint, Ohio. Market letter of December 11.*

RECEIPTS NOT EQUAL TO DEMAND

The movement of the new corn crop to this market continues to prove very disappointing. Receipts have been barely equal to the demand, and in consequence corn on spot has been bringing a premium every day since the movement started. This condition still exists, and will continue until receipts catch up to the demand. It is not expected now that there will be any burdensome run of corn to this market until after the turn of the year at least.

The oats situation has turned very strong. Receipts from the country continue light, but there is a good stock of oats in elevators and in winter storage vessels. A good domestic trade is looked for in oats throughout the winter months, and dealers anticipate no trouble in disposing of present stocks before the opening of lake navigation in the spring.

Millers have bought wheat freely for arrival before the close of navigation, and not much milling demand is looked for locally during the balance of this year.—*J. G. McKillen, Inc., Buffalo, N. Y. Market letter of December 10.*

D. J. SCHUH ELECTED SECRETARY OF FEED DEALERS

When the annual meeting of the United States Feed Distributors Association was held in Kansas City, Mo., on October 14, D. J. Schuh of Cincinnati was elected secretary. Mr. Schuh has been prominent in the grain trade for a long time and is familiar to all as the capable secretary of the Cincinnati Grain and Hay Exchange. In his new capacity among the feed dealers he succeeds C. J. Wehmann of Minneapolis. The valuable experience which Mr. Schuh has had as a secretary of an important trade association will stand him in good



D. J. SCHUH

stead and render him of more than ordinary value to the feed men's organization.

Among the other officials is W. O. Fehling of Samuel Bell & Sons, Philadelphia, Pa., who was re-elected president of the feed dealers. The principal discussion at the October meeting centered around Paragraph "A" of Rule 8 in the feed trade rules. At present this paragraph requires the delivery by millers or manufacturers of goods of their own manufacture on contracts. It was decided to recommend its elimination to both the Millers National Federation and the Grain Dealers National Association. The feed rules have already been adopted by the G. D. N. A. and its affiliated organizations and an effort is being made to get them adopted by the Millers National Federation.

WHEAT RECEIPTS DISAPPOINTING

Wheat movement from the country has shown little tendency to increase on the recent advance in the market. Quantities that were expected to increase some time ago have been in the main disappointing. Strong premiums still prevail on winter wheat milling grades, with the offerings not quite in keeping with the demand. Local mills have not been working to a full capacity and percentage is less than last year.

Corn offerings from the country have shown tendency to increase on the bulges, although outlet for high moisture corn is limited in the main to drying capacity. Weather is warm and shippers do not

care to risk high moisture corn for long distance hauls. Recent government interests in financing western farmers has created the tendency to hold corn by farmers. Statistics indicate that Ohio has the largest production per acre of corn of any state in the union. The general good quality of Ohio and Indiana corn has to some extent hurt the price prevailing in Chicago.—*C. A. King & Co., Toledo, Ohio. Market letter of December 11.*

FAIR DEMAND EXPECTED FOR COARSE GRAINS

The movement of corn from country points has not been as heavy at any time during the past month as has been expected, which has caused cash prices to remain very steady.

Receipts of oats are very light and the demand for heavy test weight No. 2 White oats has been especially good. The eastern trade has no large stocks of either corn or oats, and the demand was very good until the last few days. It is customary the last 15 days of December for buyers to reduce stocks as much as possible, but we expect a fair demand for coarse grains all during the month of December.—*McConnell Grain Corporation, Buffalo, N. Y. Market letter of December 11.*

ADVISE CAUTION

The strength in wheat here, of course, has been due largely to the fact that there is an absence of contract wheat in Chicago for delivery on December contracts. Many who have been bullish on wheat have based their ideas of advancing prices on the assumption that longs were largely millers who would take delivery on contract. If this is true and there is no evening up of contracts because of the millers being able to buy cash wheat elsewhere and dispose of their hedges here, there may be considerably higher prices. We believe, however, at this level that it is well to use extreme caution in making new purchases of wheat. We would advise anyone who is investing to do so only on good reactions.—*J. J. Badenoch Company, Chicago, Ill. Market letter of December 11.*

NEW FUTURES MARKET—MILAN

A new Italian wheat futures market which will deal in the same standard qualities of wheat as does the futures mart at Genoa, is being constituted in Milan, Italy. Operation is to start at once and the founders think they have reason to believe it will far surpass the Genoa market in importance. The clearing house will have a capital of 10,000,000 Italian liras. The promoter's committee comprises the names of Messrs. Commendatore Fernando Pozzani, of Messrs. Flli. Pozzani & Co.; Comm. Cesare Besozzi; Mr. Carlo Caprotti, Director and Vav. Carlo Barbieri, names all well known to the Italian grain trade.

CHANGES IN MEMBERSHIP

Chicago.—The following memberships on the Board of Trade have been transferred: Est. G. A. Lauzier, Edw. W. Dennis, Lancelot Saunders, Est. Wm. L. Heptig, Leo Blumenthal, Frank W. Teegarden, Edw. T. White, Charles E. Williams and A. Montgomery, Jr., Memberships have been granted to: Ralph Midwood, Thos. D. Heed, Richard J. Bernhard, Jan G. Van Bredakoff, Abraham Bernhard, Edgar B. Bernhard, Geo. Rosell Thornton, Edgar S. Baruc, Robert F. Straub. Reported by Secretary James J. Fones.

Milwaukee.—Charles E. King has been admitted to membership in the Chamber of Commerce and the membership of Robert L. Gainer has been transferred. Reported by Secretary H. A. Plumb.

STRONG MARKET FOR CORN

The rains latter part of last week slowed up our corn movement somewhat and weather conditions have not been such to improve the condition of the corn. The past few days have been much better and we note an improvement in our grade. Our market has been very strong on four corn grades. There is some shortage to fill contracts first half December apparently. The general market is better

and we believe that it is advisable to move corn along, as it will sell well for all grades of No. 4 or better, and we believe the lower grades are going to work closer and discounts be smaller as the condition improves.

Oats are very dull and few moving. There is some milling demand for odd cars of strictly milling wheat, and good premiums are being paid for such cars as come on the market. We feel that the whole market is in a very healthy condition and believe the prices will do better as the condition of the corn improves.—*H. E. Kinney Grain Company, Indianapolis, Ind. Market letter of December 11.*

TERMINAL NOTES

A. L. Newing is now traveling in central New York for the Sunset Feed & Grain Company of Buffalo, N. Y.

H. N. Sullivan was recently appointed traffic manager of the Churchill Grain & Seed Company of Buffalo, N. Y.

W. W. Deck has left the Polson Grain Company of Oklahoma City, Okla., to form a connection with A. Kempner & Co.

Logan & Bryan of Chicago, Ill., with offices at leading grain centers, have opened an office at Coronado Beach, Calif.

Chicago Board of Trade memberships are now selling at \$8,500 net to the buyer, an advance of \$600 since December 1.

The State Board of Grain Appeals of Minnesota has defined "damp" flax seed as that containing more than 11 per cent moisture.

F. L. Bedell, formerly connected with the Bruce Bros. Grain Company of Kansas City, Mo., is now managing an elevator at Martin City, Mo.

Earl Coombs of J. C. Shaffer Grain Company, Chicago, visited the Boston Grain and Flour Exchange and other eastern markets late in November.

George E. Marcy, chairman of the board of the Armour Grain Company, Chicago, Ill., was a recent visitor in a number of eastern terminal markets.

John A. Rodgers, who has been conducting a grain business at Chicago as John A. Rodgers & Co., has arranged to become a partner of Ferroll Bros.

James W. Russell, president of the Russell Grain Company of Kansas City, Mo., expects to return home January 1 after a sojourn in southern California.

G. P. Gariennie of the New Orleans office of Langenberg Bros. Grain Company, St. Louis, Mo., returned home recently after several weeks spent in Cuba.

Howard C. Robb, formerly with the Armour Grain Company of Chicago, Ill., has been appointed manager of the new clearing house of the Chicago Board of Trade.

Harry Savage, formerly connected with the Marshall Hall Grain Company of St. Louis, Mo., has again become associated with this well-known St. Louis house.

H. I. Baldwin & Co., wholesale grain merchants of Decatur, Ill., have moved their offices to well-equipped rooms on the sixth floor of the Standard Life Building.

Quentin Harris, youngest son of William E. Harris, grain broker on the Baltimore market, was married late in November to Miss Loretta Adams of Baltimore.

Walter H. Peters, formerly with Pyncheon & Co., grain and stock brokers at Milwaukee, Wis., was recently admitted to membership in the Milwaukee Chamber of Commerce.

The Kearns Elevator Company of Minneapolis, Minn., has been incorporated with a capital stock of \$50,000. Incorporators are J. L. Kearns, H. C. Wyman and A. R. Briggs.

In order that the Business Conduct Committee of the Chicago Board of Trade could keep itself posted, the grain futures administration ordered all

members of the clearing house of the Chicago Board of Trade to report individual trades in December wheat in excess of 100,000 bushels at close of December 4.

James D. Fraser has been appointed chief grain inspector for the Dominion of Canada, succeeding George Serls, who has been made chairman of the Board of Grain Appeal at Winnipeg.

Carl C. Johnson, who has been for some time engaged in the mill feed business at Minneapolis, Minn., will become connected with the grain firm of Hallet & Carey Company on January 1.

W. J. Edwards, head of W. J. Edwards Grain Company, St. Louis, Mo., has succeeded Roger P. Annan, resigned, as a member of the Business Conduct Committee of the St. Louis Merchants' Exchange.

Robert G. Bell, vice-president and treasurer of W. M. Bell Company, Milwaukee, Wis., long-established grain firm of that market, sailed from New York on December 3 on a tour which will circumnavigate the globe.

James E. Bennett of James E. Bennett & Co., Chicago, Ill., recently applied for membership in the Fort Worth Grain and Cotton Exchange at Fort Worth, Texas, and the firm will establish a branch office at that market.

The Bunge Western Grain Corporation has closed its office at Portland, Ore., and it is also announced that the offices at Spokane and Lewiston will be closed. The reason assigned for closing the offices was lack of activity in the export market.

The Leeson Grain Company, Inc., was recently organized to conduct a general grain business at Buffalo, N. Y. A. H. Leeson is president of the company and W. L. Stephens, formerly traffic manager of the Churchill Grain & Seed Company, is in charge of the buying and selling.

Harry J. Dwyer of the Uhlmann Grain Company, Kansas City, Mo., was a recent applicant for membership in the Kansas City Board of Trade upon the transfer of the membership of B. C. Christopher, Sr., deceased. The price paid was \$8,000 net, a decline of \$1,000 from the last sale.

The annual meeting of the United Grain Growers Company of Winnipeg, Man., held recently in Winnipeg, showed a profit for the past year of \$418,500, and a dividend of 8 per cent was declared. The company operates 397 elevators, including 24 new ones, built or acquired during the year.

Hugo Damm, who has been connected with Donahue-Stratton Company of Milwaukee, Wis., for the past 10 years, has left the firm to engage in business on his own account as the Badger Grain & Feed Company. The firm will handle the entire output of Fleischman's dried grains, as well as malt and brewers' grains.

It is stated that the plant of the Corn Products Refining Company at North Kansas City, Mo., which has been shut down since April, 1924, will be put in operation the last part of December. The plant was built in 1920 and when in full operation employs upwards of 1,000 workmen and uses about 50 cars of corn a day.

A wall calendar in which the grain dealer will take delight is being mailed by John E. Brennan & Co., grain commission merchants of Chicago, Ill. It is made for service, its size being 26x20 inches, so that the date can be easily seen from any part of the office. It is along lines of the calendar sent out by the firm for several years past.

Arrangements have been made by the Dominion government to open an office at 712 Lancaster Building, Vancouver, B. C., for the Grain Survey Board, of which George Hill, late Dominion Government Grain Inspector, is the chairman. Since the board was formed under the new Grain Act considerable inconvenience was caused owing to its members not having an office of their own.

The terms of the following officers and directors of the Baltimore Chamber of Commerce, Baltimore, Md., will expire in January, each of them having served continuously on the Board: A. W. Mears, president; Frank S. Dudley, vice-president; Wm.

E. Harris, E. H. Beer, Gordon P. White. Five new directors to succeed them will be elected at the annual election of officers in January.

H. C. Gamage, president of the Kansas City Board of Trade, Kansas City, Mo., recently appointed the committee to nominate candidates for officers of the Board for 1926. It is composed of B. L. Hargis, chairman; F. C. Vincent, A. Logan, L. S. Moore and W. J. Mesendieck.

C. W. Lonsdale, president of Simonds-Shields-Lonsdale Grain Company, and F. G. Crowell, vice-president of Hall-Baker Grain Company, Kansas City, Mo., represented Kansas City at the twenty-first annual National Rivers and Harbors Congress at Washington, D. C., December 9 and 10.

An oil portrait of E. D. Bigelow, assistant to president H. C. Gamage of the Kansas City Board of Trade, has been finished by Susan Ricker Knox of New York, and hung in the directors' room of the Exchange. Mr. Bigelow is a hale and hearty octogenarian. He served for 26 years as secretary of the Board of Trade.

H. G. Mundhenk was recently elected to succeed C. B. Rader as secretary of the Denver Grain Exchange, Denver, Colo. Mr. Mundhenk is connected with the Colorado Mill & Elevator Company. He will retain his position, which he has filled the past four years, of secretary of the Rocky Mountain Bean Dealers' Association.

Bert Buerger has withdrawn from the Buerger Commission Company of Milwaukee, Wis., to form an association with Owen & Bro. Company. Joseph Mueller, who has been secretary-treasurer of the Buerger company for the past six years, is now president and treasurer of the firm, and announces it will be continued without change.

TRADE NOTES

Stephen Soars and Clarence Sprout of Sprout, Waldron & Co., Muncy, Pa., visited the Chicago office of the company late in November.

H. P. Robbins, for several years identified with conveying machinery lines at Chicago, with offices in the Old Colony Building, will assume the management of the material handling division of the Dodge Manufacturing Corporation of Mishawaka, Ind., on January 1. The present offices will be enlarged and removed to another floor of the Old Colony Building.

Not only does the Weller Manufacturing Company of Chicago manufacture good grain elevator and flour mill machinery, but the company bears the honor of having the champion baseball team for 1925 of the Northwest Manufacturers' League. A booklet has been published giving the record of the players on this champion team, as well as giving due credit to Managers A. L. Weller and A. S. Wright for their loyal support of the team. Among the fans who regularly boosted the home nine were Messrs. Connell, Cheney, Johnson, Hastings, Springer, Turba, Krubeck, Imbs, Voltmer, and Miss Opdahl.

THE WHEAT PIT FROM THE BALCONY

A grain dealer might buy hedges on the Chicago Board of Trade for 10 years and yet not get the intimate glimpse and accurate perspective of pit activities which Edward Jerome Dies affords to readers of his new book "The Wheat Pit." The author's introduction to his subject is faultless. Preceding his discussion of futures, speculation, hedging, and short selling, he observes the following, "From the Balcony"—the first chapter head:

It is nine-twenty in the morning. The vast trading floor is stirring to life. Brokers are gathering in the pits or rings. Boys race about with blue, green, and yellow order slips. Spectators mount the low slung balcony over the wheat pit. It is from this vantage point that the public views the great world drama of wheat.

Quickly the pit fills. At nine twenty-eight the recording clerks climb to the telegraph "bridge" hard

by the wheat ring. They resemble camera men preparing to film some spectacular event. . . . Suddenly lights flare up, fringing the pit. Electric fans begin their low whirl. For a moment a strange stillness falls. Then, on the stroke of nine-thirty, a gong sounds. It echoes through the old clock tower. And the roar of the pit begins.

It soon becomes evident that Mr. Dies has not set down his observations from the balcony simply for the sake of dramatising the situation. The weight of the public as a factor in giving quotations momentum at certain periods is given a careful consideration by the author. Then, attacking the controversial subjects of hedging (a form of insurance, he says) and short selling (not gambling, he declares), the writer throws new light on old subjects.

Appropriate especially for this time of year, when Congress has just convened, is the significant title of the last chapter, "Let's Investigate." Some philanthropic grain trader might do well to buy part of an edition of this book from the Argyle Press, Chicago, Ill., so that a marked copy could be sent to every Congressman whose record shows he is especially susceptible to the investigation bug.

A MAN-SIZED BOOK FOR THE GRAIN DEALER

"Warehousing" is a man-sized book. H. A. Haring, who from time to time has contributed articles to this magazine, is author of the work. By his travel, practical experience, and intensive study, he now has a thorough insight into all types of American warehousing. Special emphasis is laid upon grain warehousing in this volume, but the comparison with the warehousing of cotton, tobacco, wool, and other commodities, perishable, and non-perishable, which is made possible for the grain man through the wide scope of the book, makes it an asset to any elevator manager.

In publishing the volume, the Ronald Press Company, New York, N. Y., enters a non-competitive sales field. There is no other work on the subject at all as comprehensive. The book covers every business aspect of grain warehousing and also gives considerable attention to the trading exchanges. It is not an "information in a nutshell" book, but in the 787 pages between the covers, in good, readable type, fully indexed, are all the essential points bearing on the merchandising, transportation, banking, legal, and insurance relationships of the warehousing industry.

Where detail is needed, it is given. For instance, among the 54 illustrations in the book is a reproduction of Iowa's Farm Warehouse Certificate. Considerable attention, of course, has been focused on this form of late, owing to the declaration of Iowa farm leaders that their state's machinery for grain loans was inadequate. In describing the Iowa system about which there has been much talk but little authoritative information, Mr. Haring explains to the readers of his book:

Iowa several years ago (1921) enacted a system of Bonded Grain Warehouses, with aim to make them conform to the United States Warehouse Act's standards. The Iowa statute was loosely drawn, lacked teeth for enforcement, and was, in the opinion of the Attorney General, not lawful. For one thing, although intended to apply to grain, it was so constructed that it was possible for an agricultural warehouse to become bonded under the act, and then decline to store agricultural products at all. It might issue receipts for coal or merchandise or even household goods. The act was to have been administered by the Railroad Commission. A certain number of applicants appeared; but to each was explained the law's weakness, and each was persuaded not to insist on a license. It was the intention to repeal this statute by the Grain Warehouse System law of 1923; but this was not accomplished and therefore the Bonded Grain Warehouse law remains on the books.

The author then gives in detail the working of the law, how provision is made for local boards throughout the state to appoint sealers, and how "under this statute six or seven Local Supervisory Boards were licensed in 1923, and the paper they issued accepted by local banks, and, at least in a few instances, rediscounted with the Intermediate Credit Corporation." That the Iowa farmers should look more to their own legislators than to Washington for corn loans, seems to be suggested between the lines of this paragraph which shows the evident

unsuitability of Iowa's State Grain Warehouse System to the state's needs.

A further provision of the act is that the grain growers may, for the purpose of pooling their grain, organize themselves into groups. It is, for these cases, provided "all of whom shall be jointly and severally liable to the holders of the certificates to the extent of 75 per cent of the market price of the grain represented by certificates. . . . The group certificate has not been tested in actual use.

There is not much eloquence in the book, except the eloquence of facts. "Warehousing" will readily furnish to a grain dealer sound basis for any discussion of grain warehousing and all that that involves today in his plant or that of his neighbor. What more can he ask of a single volume? And we can add that the price of \$10 is moderate considering the wealth of exact information contained in the book.

PLANS GRAIN MERGER

Last month this magazine published the outline of a grain and farmer-produce marketing organization, which its originator, A. R. Remke, believes will fill the breach left by the dissolution of the Grain Marketing Company of Chicago. Mathew B. Wells, farmer-banker merchant, of Bloomington, Ill., also has a corporation in mind to fulfill a somewhat similar purpose. If all goes well, this new concern is to be known as the Farmers Grain Company of America. It would operate under a charter based on the co-operative marketing law of Illinois. Its capital stock and surplus is to be \$200,000,000.

In general, the new plan follows the outlines of the organization scheme of the now defunct farmers Grain Marketing Company. Mr. Wells asserts that he and his associates have worked out a tentative arrangement with five of the largest grain handling companies in the United States whereby the latter will sell their entire equipment and good will to the Farmers Grain Company of America.

There will be no effort made to sell stock to farmers until after the company has thoroughly proved itself. Instead of depending upon farmers to finance this undertaking, Mr. Wells and his associates, they claim, will provide the necessary money.

TIME TO KILL CHINCH BUGS

"Chinch bugs have destroyed millions of dollars worth of the crops of the Southwest again this year and unless the coming winter should prove unfavorable for them, they will be ready to come out next spring and do more damage than ever," says H. M. Bainer, director, The Southwestern Wheat Improvement Association. Continuing, he says, "There certainly is no profit in growing crops to feed chinch bugs. It is a shame to let this pest continue to devour our crops when systematic burning of their winter quarters will destroy them.

"Chinch bugs hibernate over winter, protecting themselves by hiding under trash, dead grass, around the crowns of bunch grass, and in other places. Their winter homes, therefore, are along fences, road sides, ravines and on waste lands. Next spring these old bugs will come out, ready to deposit their eggs on the wheat and oats. Each female killed, at this time of year, means at least 150 less first-brood bugs in the wheat next spring and fully 10,000 less second-brood bugs in the corn next summer.

"Demonstrations show that where these bug-infested areas have been systematically burned before Christmas, the chinch bug problem has been solved for the coming year. Thorough burning at this time of year will destroy almost 100 per cent of the bugs. The burning should be done when the grass and weeds are thoroughly dry and when there is little wind. In order to be sure of killing a large percentage of the bugs, it is usually advisable to back-fire so as to burn slowly against the wind. Be sure to do this burning before Christmas as the bugs not destroyed by the fire will be exposed to the weather and will die during the winter. Community campaigns of burning should be organized wherever possible and even better results will come through the organization of whole townships."

THE GRAIN WORLD

Some agricultural and trade authorities, says the Department of Commerce in reporting cereal crop and market developments in Europe, are predicting a reduced area seeded to wheat and rye this fall as a result of ample yields from the last harvest and low prices now prevailing for bread grains.

There is little import demand for rye in Europe, with Poland and the Danube States applying the bulk of shipments during the month at prices undercutting both American and Russian offers.

Latest reports of the British Ministry of Agriculture on this year's yield of grain show that in most cases the yield per acre this year somewhat exceeds that of last year, and the smaller crop is accounted for by a reduced acreage. The estimated production is as follows (in thousands of bushels):

	1925	1924
Wheat	49,325	49,741
Barley	42,421	42,312
Oats	79,373	84,132
Mixed corn	4,552	4,532

The possibilities of wheat cultivation in Paraguay have had some interest in agricultural circles. The "Archetti" wheat planted in the region of Charara is said to be growing well and many believe the production from the acreage planted will prove that wheat can be grown in that country. Government reports say that seeds planted at the agricultural station in the Jardin Botanico are doing well, but nothing definite has been ascertained at this time as to quality and production.

In Austria, the import duty on grains was increased during October. The Austrian duty is a flexible one, being based upon internal cereal prices, and the tariff automatically goes up as prices decline. The revised duty remains in force until further notice is issued by the Austrian Ministry of Finance.

Corn planting in Argentina has been proceeding under favorable conditions and private reports indicate an increase in acreage over that of last year.

The area sown to cereals in Brazil, according to official reports, for 1925-26, is as follows: Wheat, 238,000 acres; rye, 35,000 acres; barley, 12,000 acres; oats, 15,000 acres.

In a summary of conditions in the October crop report of the International Institute of Agriculture, the following conclusion is published:

The balance sheet for the period between August 1, 1925, and July 31, 1926, deals on one hand, with an exportable surplus of wheat amounting to about 470,000,000 centals, and, on the other, with the probable requirements of importing countries, forecasted at about 390,000,000 centals. The result is that wheat supplies are more than sufficient to meet consumption requirements, and should leave a good margin in hand at the close of this season.

Imports of wheat into bonded mills for grinding into flour for export during the week ended November 7 amounted to 346,000 bushels. During the period from January 1 to November 7, 8,629,000 bushels of such wheat have been imported, as compared with 8,679,000 for the same period last year.

According to the Department of Commerce, the first official crop estimate of Argentina is as follows: Wheat, 235,136,000 bushels; linseed, 74,803,000 bushels; oats, 82,560,000 bushels; barley, 12,401,000 bushels; and rye, 3,937,000 bushels. These estimates represent increases over last year's yields as follows: Wheat, 23 per cent; linseed, 66 per cent; oats, 55 per cent; barley, 78 per cent; rye, 170 per cent.

Fall plowing in Canada of land intended for next year's crops is estimated to be 26 per cent of the total as compared with 32 per cent in 1924 and 43 per cent in 1923.

The area sown to Winter wheat is 862,000 acres, compared with 828,000 acres sown last year, representing an increase of 34,000 acres, or 4 per cent. The condition of the Winter wheat is 98 per cent of the 10-year average against a condition of 100 per cent reported for the same date last year.

Hints for the Elevator Millwright

"Big Bill" Davis Explains How Elevator Owners Can Keep A Separate Account of Each Sideline Handled

By OLD TIMER

"WELL, William, you are sure a stranger," greeted Morris M. Marston, owner of the Square Deal Grain Elevator at Massaboag Lake, as "Big Bill" Davis, the elevator's millwright, stepped into Mr. Marston's office after a couple of week's absence, hunting sidelines for a quartette of neighboring elevator operators and owners. "Glad to see you again, William! So you found something for Brown, Smith, Blood and Shattuck, which rather pleased them, did you?"

"We sure started somethin', Mr. Marston, and you just take it from me that those four are going to make more money during the next four years than they have made with their elevators during the past 10. Further than that, it wouldn't surprise me a bit if in five years, not more than one of those four elevators would be in existence!"

"How do you figure it out that way, Bill?"

"Because not one of those four elevators is really needed. They were built years ago when the country around about them was a wheat raising area, when transportation was poor and scarce, and the wheat growers badly needed grain elevators and flour mills to care for their grain crops and to supply them, the farmers, with flour for their daily needs. Later, the wheat raising areas shifted to the westward and farmers around the little elevators and flour mills found it profitable to raise crops other than wheat, diversified crops mostly.

"Some of these elevators and little flour mills are a convenience to the surrounding farmers and towns, but the patronage of the people is no longer sufficient to make all existing elevators continue to be paying propositions. Such elevators and flour mills can continue to be profitable by adding sidelines of merchandising or manufacturing, provided such lines are needed by the people who can readily be served by the elevators and mills in question. It's just like this, Mr. Marston, the livery business used to be a good one, but conditions changed and nobody needed livery rigs very often, so, liveries had to go out of business, or take on something else. And, most of them did it too, by taking on automobiles and transforming themselves into garages and service stations. A few liveries find it profitable to still do a little livery business, but the great majority have been absorbed by their sideline.

"Many little mills and elevators are still doing a good and prosperous business by adding sidelines to their dwindling cereal business. Coal, wood, hay and feed seem to be preferred lines, among Indiana elevators and mills. Some of them continue to receive some wheat from surrounding farmers, and distribute the grain among local flour mills, but scarcely one Hoosier elevator ships grain in any amount, to any considerable distance. Local wheat and local trade seems their present work. Several Indiana elevators have added as sidelines—as one owner of an elevator said—'everything the farmer needs except fertilizers and fence posts.' Some of the small elevator folk sold fertilizers, but they are dropping that as a sideline, because of the great number of different kinds of fertilizers which must be carried in order to meet—as told to me—the cranky ideas of farmers who had to buy fertilizers'. Accordingly, fertilizers have been dropped by some elevators, and instead, seeds of all kinds are being handled extensively. One Indiana elevator handles and cleans Timothy seed, red-top blue-grass seed, Alfalfa, Sweet Clover, Clover, buckwheat, and bearded barley—which is increasing in acreage—in addition to corn, oats and wheat. Furthermore, these elevators are cleaning the various seeds and making them free from other seeds and particularly free from weeds of all kinds.

"One thing, Mr. Marston," continued Big Bill with great earnestness—"One thing must be done by every elevator or flour mill owner who hopes to make money with sidelines, and that thing is: Keep

an account—a separate account too, with each article for sale. If this is not done, the sideliner never can tell which line is making money and which he is handling at a loss.

"So. Mr. Marston, whenever you advise an elevator owner to put in sidelines, also advise him by all means, to put a big cash register in his office, get some loose-leaf ledger sheets and some other printed blanks, and then start a double entry account with each article or line of articles which is handled by the elevator. This the owner must do for his own protection. The only way that an elevator man can distinguish the 'sheep from the goats' in his sidelines, is to keep separate accounts of each."

"Well, Bill," remonstrated Mr. Marston, "isn't it adding a good deal of clerical work to an elevator man's duties, to saddle him with a separate double-entry account with each line of articles bought and sold?"

"It looks that way at first sight," returned Big Bill, "but it isn't. Why, one little concern down in Indiana which keeps four auto trucks busy all the time with its little grain business and big sideline of all kinds of coal, uses a system of bookkeeping such as I have mentioned, and one man, the son of the proprietor, takes care of it, and also handles the office end of all the selling and buying, and also receives and handles all the telephone orders. Furthermore, by means of the system used, a balance is obtained at the close of each business day, and the owner can see at a glance just what has been done, can tell which articles are profitable and should be pushed, and he can also see which articles, if any, are slow, profitless, and should be eliminated."

"William, that must be 'some system'," said Mr. Marston. "Wish you had secured details of it so we could advise our friends about it when they take on sidelines."

"I have one of the ledger blanks," said Big Bill, pulling from his pocket a 12 by 17-inch loose-leaf. "Here is one of the blanks used by the concern where all the office work is done by one man, and seems to be done easily and well too. The size of the loose-leaf is such that it just cuts from sheets of 'cap' or 'bond' paper without waste, said sheets coming from the paper mill 17 by 24 inches.

"In describing this sheet," continued Bill, "it will be better to begin with the cash register, which is a 'four-part' concern, corresponding with the four headings at the left side of the loose-leaf, that is, Cash Sales, Charge Sales, Cash Paid Out, and Checks. There is also a little side head, away down to the bottom of the sheet, Bills Payable, but this does not

need an individual division of the cash register.

"The lower middle of the sheet has space for Expenses, and to the lower right, still further, is space for Cash Register Corrections, and below that, is space for Received On Account and Paid Out. Below this again, is Drawer, Forward, Cash Receipts, Received on Accounts, Cash Paid Out, and Bank Deposits. Still further to the lower right—away down in the extreme lower right hand corner, in fact, is ruled space for Received on Account, Posted Accounts, and Today's Bills."

"Along the top edge of the sheet, will be found the names of each article handled by the elevator. There are also seven blank spaces in which may be written the names of such new articles as may be placed on sale after a supply of loose sheets has been obtained. In this particular instance, the headings are divided into three groups: grain and flour, commercial feeds, and coal. In a single line are the several articles on sale: Flour, Our Feed, Wheat, White Corn, Yellow Corn, Oats, Hay, Straw; then, under the head of commercial feeds may be found Poultry, Hog, Dairy, Horse, and Miscellaneous.

"Next on the loose sheet comes coal, listed as Anthracite, Pocahontas, two blank spaces, and then Coke, followed by Delivery, and Total Mdse. Sales. Then come some blank spaces for other specialties, followed by three headings, at the extreme upper right hand corner: Total Other Revenue, General Ledger, and Total. This completes the listing on the loose sheet."

"That surely is some loose ledger sheet," remarked Mr. Marston, after he had looked over the printed blank which Big Bill had handed to him, "but how do they work it in connection with the 'four-barreled' cash register?"

"It's something like this," replied Mr. Davis, "each business transaction, a sale, a purchase, a payment, is written upon a duplex slip, one of which is given to the customer, the other, entered upon the cash register under its appropriate heading. In this way, the totals from the cash register various separations, form a check for the accountant, when he fills out the loose sheet. When a ton of coal, or a sack of feed is sold, a slip is made for the sale, and entered under its appropriate heading, and put upon the cash register."

"Just as soon as the sale is made and it becomes known whether it is to be a cash or a charge sale. So, with each and every business transaction, and in addition, the cash register prints upon little slips of paper, the various amounts, together with the necessary information as to the particular kind of sale or payment."

"Well," remarked Mr. Marston, "I don't believe much of the business gets away from them, and now, while you have a good chance, and before any more sideline business bobs up, won't you look over the loading-out elevator, which is scratching worse than an old hen with 13 chickens?"

"All right, Mr. Marston, I'll fix that belt in a hurry!"

The Elevator's Leather Belt Problem

Some Tests and Facts That Every Elevator Manager Should Know in Order to Intelligently Buy Belt Leather

By LOUIS ARNY

TOO often the elevator operator thinks "a belt is a belt," and lets his purchases along this line be governed by price only. Price is but one of the tests the buyer should apply, or rather that the company should apply to its product before offering it for the wear and tear of modern elevator service. Some belting companies so fully guarantee their leather that the buyer does not need to beware, but the inside facts of good leather and bad are nevertheless of interest.

There always has been difficulty with those only casually informed about leather to detect inferior qualities of leather belting or to recognize superior qualities. The leather-belting market always is full of inferior product, one cause of which is the fact that casually the inferior and the superior look so much alike that relatively few can distinguish be-

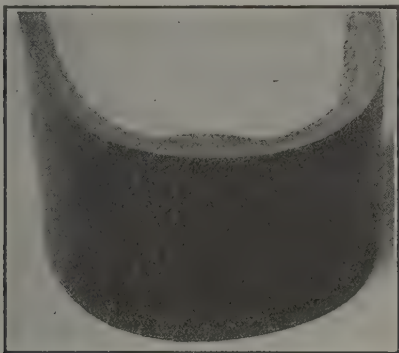
tween them. Efforts to make possible a closer discrimination between qualities have been made by the Bureau of Standards at Washington, D. C., and the Leather Belting Exchange, but many of their findings, explained later in this article, are not as yet widely known.

Belting leather, of course, is made from the hide of beef cattle, preferably the steer, this hide being a fibrous covering provided by nature for the protection of the animal. It is composed of an inner membrane lying next to the flesh, and an outer fiber in which the hair is embedded. Between these two layers are millions of little fibers, varying in length on different parts of the animal, but all attached to the membrane or to the outer fiber and to each other, forming a mat or felt of fibers which in motion work on one another. The fibrous mat pos-

sesses great strength. In the process of tanning, this fibrous material is changed into a wonderful strong and flexible substance which is not affected by the ordinary solvents of nature: Air, water, etc., nor by fungous or bacterial influences; hence leather is one of the most durable of materials.

Over the backbone of the animal the fibers are shorter and denser, of slightly less tensile strength and less stretch, but they change in their nature as we proceed down the side of the animal from the backbone. About half way down we find the fibers longer and not so dense, but stronger, and farther toward the belly of the animal the fibers are still longer, with a higher tensile strength, but with more stretch and less elasticity. It is desirable, therefore, that belts should be made of the upper half of the side of the animal, which constitutes, roughly, according to the size of the animal, a strip equivalent to about 15 inches each side of the backbone.

In the examination of belting, the question therefore becomes important whether the belt is made of that portion above this line, drawn 15 inches from the backbone, or whether it is made of that portion lying farther down and nearer the belly. This can be determined with a reasonable degree of accuracy by the "piping" tests provided in the specifications, which are based on the fact that the leather in the lower half of the hide, with its longer and looser fibers, is softer and spongier than that in the upper part, and that the grain surface of the former is not so firmly attached to the inner fiber so that in bending this leather it will usually develop wrinkles



SURFACE, OR GRAIN, CRACKS OF POOR LEATHER

or "pipes" in the grain. It is possible to produce "pipes" in almost any piece of leather by bending it often enough and close enough and by applying sufficient force, but to make the test perfectly fair the specifications provide that a single leather belt shall not show pipes, or piping, when bent over a form two inches in diameter; or a double belt 17/64 inches thick when bent over a form four inches in diameter; or a double belt 19/64 inches thick when bent over a form six inches in diameter.

Practically all belly stock will show piping under this test even when it has been rolled hard to prevent it from showing; hence, it is undesirable for belting purposes. Occasionally, also, pieces from the upper part of the hide will show piping under this test, but regardless of the part of the hide from which the piece is taken, the presence of piping indicates a loose grain and a flabby fiber in the leather, which are not conducive to durability in the belt and in most cases indicate the presence of belly stock.

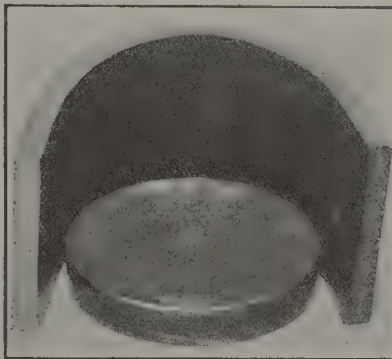
There is another test to be applied by bending the leather over the same form, with the grain side outside, to detect cracking in the grain. If this test shows that the leather cracks—that is, if it develops a series of minute cracks running across the width of the belt, it indicates that the material is either not properly tanned or not properly curried, and that it is not suitable for desirable belts.

It is not possible to determine much about the quality of leather by its "feel" because the makers of inferior grades have learned the trick.

Other requisites of the good belt are that it shall be of the proper thickness, which is sometimes designated by weight per square foot. Care should be taken that the belts offered comply with the specification of purchase as regards thickness and weight. Medium or regular singles, for instance,

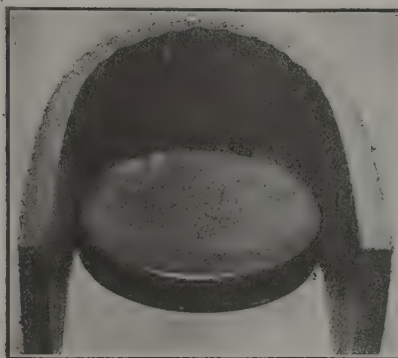
should measure from 10/64 inches to 12/64 inches; that is, the narrow sizes (1½-inch to two inches) should measure 10/64 inches, and the wider sizes (four inches to six inches) should measure 12/64 inches, and weigh from 14 to 16 ounces per square foot. This especially is necessary in buying double belts. Care should be taken, also, that belts are accurate in width; variations in width of more than 1 per cent are not tolerable.

Belts must be purchased for their substantiality; yet a belt may be made of very excellent leather and still be inefficient as a transmitter of power, because the latter quality depends almost entirely on the treatment that has been given the grain or hair side. *Many buyers think that if the belt feels firm and solid it must be leather of a high quality, and if it is finished highly with a brilliant gloss it appeals to the eye as well-finished material; but this is a mistake. The firmest and most solid leather is attained by heavy rolling and jacking, and the high polish by jacking, and both are destructive of the fibrous*



GOOD LEATHER ON 2-INCH FORM. NO "PIPE"

grain surface. The contact of the belt with the pulley is formed by this elastic cushion of the natural grain, and when this is destroyed by mechanical action, the capacity for making this close pulley contact is much reduced. In fact, under test the rolled and jacked leather transmits little more than half as much power as leather with a natural finish.



BADLY "PIPED" GRAIN OF POOR LEATHER

The best belt-makers take care to preserve the characteristics of the natural grain so that their belts not only shall be durable but shall be able to carry a full load on installation and a large overload after they have run a few hours.

CHECKING GRAIN WEIGHTS IN A TERMINAL MARKET*

By P. P. QUIST
State Weighmaster, Minneapolis, Minn.

During my 25 years of service as weighmaster at Minneapolis, Minn., I have seen much good accomplished by our annual meetings of weighmasters of the different markets. Grain is handled today between the terminals on a closer basis than ever before, and yet we have not reached the goal, as long as we have to contend with small capacity scales built on curbing, requiring several drafts to weigh an ordinary carload, and no register beam to check the weight, to say nothing about elevator equipment, which requires special watchfulness to prevent mixups. The 40,000-pound capacity

*Read at the annual meeting of the Terminal Grain Weighmasters National Association, Kansas City, October 12, 1925.

scale was all right 25 or 30 years ago when an ordinary carload of wheat was only five or six hundred bushels, but it has no place in an up-to-date elevator today. This scale with its plain beam should give way to a scale built on solid foundation and large enough to weigh an ordinary carload in one draft and the weight recorded by type register beam. The small elevator leg with its moveable turnhead which has always been a source of trouble must give way to a loading spout in plain sight, leading directly from the scale to the car. With such modern equipments, and constant check on your work grain can be handled on a very close basis. Owing to the fact that a large per cent of the grain received at Minneapolis is stored in the terminal elevators and later loaded out for the mills a close check on the scales and loading spouts is necessary, inasmuch as we are held responsible for both the loading and the unloading weights, and any discrepancy above the tolerance must be accounted for in all clear record cars. Where grain is handled between two different markets responsibility may be shifted from one market to the other, but here we have to face the responsibility if anything goes wrong, and consequently we must keep close check on our scales if only for self-protection. It was only by adopting the shipping card system that such check could be had. Our records show that millions of bushels of wheat are handled between our elevators and mills with a loss of less than one bushel per carload occurring during the handling.

I am convinced that the weighmasters' association acted wisely in recommending the shipping card system to be used in all terminal markets. We receive considerable grain from a certain market that always tacks a card on the grain door showing the loading weight as well as the name of the elevator. In checking the weight for a certain period it was interesting to note the results from the different elevators. Sixty-five tickets representing that number of cars, loaded out of, call it Elevator "A", showed an average loss of 187 pounds per car; 43 cards from Elevator "B" showed an average loss of 117 pounds per car and 37 cards from Elevator "C" showed the average loss was only 78 pounds per car, (only clear record cars are taken into consideration in checking). It is our practice to return the shipping cards showing our unloading weight, name of elevator and date of unloading. I received a letter from the weighmaster in response to the returned cards stating that noticing the wide spread in Elevator "A" weights, the scale was tested and found slightly off from standard. How long could such scale be off without such check? Possibly months causing disputes between buyers and sellers, as well as between the weighing stations. The Minnesota law provides that shippers shall place a card showing the loading weight in all cars loaded with grain. It has been our custom for years to write the shipper in case there is a difference of more than 250 pounds in the weight over or under, and advise him of our findings, as to make a most careful examination to ascertain the cause for the discrepancy and we sometimes find evidence of leakage upon second examination which was not noticed in the first place, to say nothing of errors in adding drafts, deducting tare from gross weight, or any other mistake. This close touch with the shipper has brought about a much better feeling toward our market and we often receive letters of appreciation for the interest taken in their behalf. If a shipper receives a letter calling his attention to his error he is going to be more careful after that. We have very few complaints from shippers complying with this law. It is true that this additional service will add more work to the weighmaster's office, but I know the result obtained is worth while.

THE International Institute of Agriculture reports the 1925-26 corn area of Brazil at 6,301,000 acres. Conditions in South Africa are reported as favorable. Early planting of corn in New South Wales, Australia, is reported by Consul Haskell E. Coats of Melbourne. Prospects are good for the early crop in the northern coast.

NEWS LETTERS

CINCINNATI

HARRY A. KENNY CORRESPONDENT

QUIETUDE pervaded the grain and hay business in this district the past month. This was particularly true of hay trading, but dealers attributed this to the light receipts. In fact, not enough cars were offered to actually stimulate interest. Receipts in November were 275 cars less than for the same month last year. The grain market held its own fairly well, despite the fact there were violent fluctuations in prices. Receipts of shelled corn increased 82 cars during the month over the same period in 1924 and ear corn 26 cars. Wheat fell off 44 cars and rye 12 cars. Receipts of mixed feeds so far this year are 52 cars ahead of last year.

Thirteen candidates have been named for election to seven places on the Board of Directors of the Cincinnati Grain and Hay Exchange. The election will be held on the floor of the Exchange December 17. Five of the directors will serve for terms of three years and two for terms of two years. Following are the nominees: H. N. Atwood, A. Bender, Max Blumenthal, Ralph Brown, Robert Lee Early, Elmer H. Helle, H. Trimble McCullough, Herbert H. Mueller, Henry Nagel, H. Edward Ribbter, Fred W. Scholl, W. A. Van Horn and Henry Wother. The Nominating Committee was composed of George A. Dieterle, chairman; A. Bender, Fred B. Edmonds, George Keller and E. B. Terrill. In the evening the annual meeting and dinner of the Exchange will be held at the Hotel Gibson.

Frank R. Maguire, hay and grain merchant with an office in the Thoms Building, will discontinue business about January 1 and depart for Florida. Mr. Maguire has been in ill health for some time and believes that the southern climate will prove beneficial to him.

DULUTH

S. J. SCHULTE CORRESPONDENT

ONLY one change in membership was recorded on the Duluth Board of Trade during the last month, that of G. E. Marcy of the Armour Grain Company of Chicago, being transferred to John Kellogg of the same house. Memberships on this market are now more stiffly held than perhaps at any time in its history, and that is being taken as evidence of the general opinion in trade circles that trading here should show progressive expansion for, as the Northwest fills up, it is being taken for granted that the volume of grain finding a market outlet here will gain accordingly.

John D. Shanahan of the Niagara Falls Milling Company, Buffalo, spent a few days on this market recently. While here he picked up a substantial quantity of Spring wheat through commission men on the floor, and it was shipped out of the elevators largely during the last 10 days of November. Mr. Shanahan expressed surprise at the high premiums paid for Spring wheat and Durum on this market all along during the fall. He conceded that policy to have been brought about through the lighter movement of Spring wheat from the country, and the sharp competition between local and eastern millers for the best grains offered. Farmers of the Northwest have benefitted to the extent of many millions of dollars this season through that competition, he pointed out. He at the same time drew attention to the fact that considerable Canadian wheat had been picked up by eastern American millers during the fall for the reason that they found they could afford to pay the duty and bring it in, taking into consideration the enhanced costs of Northern Spring wheat after payment of heavy premiums for it.

The rush to load out grain during the last 10 days before the close of navigation for the season resulted in stocks at Duluth and Superior being cut down from approximately 26,000,000 bushels to 18,230,000 bushels, including 5,154,000 bushels wheat; 7,103,000 bushels

oats; 662,000 bushels barley; 408,600 bushels rye, and 1,222,000 bushels flax. With around 13,000,000 bushels of storage space available in their houses, elevator men feel confident that they will be in position to take care of any movement likely to develop from the country during the winter period up to the close of navigation. Stocks in the houses might have been cut materially lower had the trade been anxious to load out any storage cargoes to be held at Buffalo or other lower lakes ports. Storage space offers by vessel interests at 5½ cents a bushel were turned down by grain handlers and elevator men. It was noted that the elevators were assured full carrying charges on the oats and rye held by them so that they could see no good reason why they should ship it out and hold their houses empty on the chance of the winter run of grain from the country being in sufficient volume to fill them up again. The sudden spurt in loading out of grain at eleventh hour resulted in rates on wheat for Buffalo delivery being advanced from 1¼ cents about November 15 to 3¼ and 4 cents for loading prior to midnight November 30, while for grain loaded out on December 8, a rate of 5 cents was paid.

H. F. Salyards, chairman of the Board of Trade's Conduct Committee, has received advice from Secretary of Agriculture Jardine to the effect that that committee of the contract markets will be called to Washington shortly to have explained to them the new marketing



H. F. SALYARDS

rules that are being prepared by him to govern operations. Traders here are anxious to know the tenor of the proposed new rules, but they are not doing any worrying for they assume that they will not be so drastic as to impair the functions of the grain exchanges. They recognize that Secretary Jardine is taking the duties of his office seriously, but they feel that he would not knowingly throw any blocks in the way of the conservative marketing of grain on the exchanges.

As had been expected, the end of the navigation loading out of grain here was the quietest in several years, but at that good showings were made during the final three days before November 30, a tally of over 6,000,000 bushels being chalked up.

The Capitol, Occident, Consolidated, Itasca and Cargill Elevator officials reported that they had shipped out all the grain they had counted upon, and that they are consequently in position to take care of any reasonable run during the winter. The Globe, Cargill and Great Northern Elevator "S" carried over substantial holdings of storage grain and their managements expressed themselves as satisfied over the outcome of their fall's season's trade considering the disappointing export demand for Spring wheat and rye and oats as compared with normal seasons.

The steady advances in prices of wheat and other grains on this market during the last month are regarded as gratifying, having resulted in relieving holders of anxiety, and imparting snap to operations in

the pit from day to day. A survey showed that Spring wheat futures moved up 19 cents; Durum eased 3½ cents; rye advanced 27 cents; oats, four cents; barley, three cents, and flaxseed, 5½ cents.

Credit for loading out the last lot of domestic grain before the close of the navigation season was carried off by the Consolidated Elevator, a lot of 52,000 bushels of Durum having been poured into the Steamer *Durham* for Buffalo delivery. The shipment was made by the Barnes-Ames Company and was destined for export via New York. Percy Ginder, of that house, was prominent in Durum operations all through the fall, but he complained of the general slack interest on the part of Italian buyers attributed in great part to the poor economic situation and low credit of that country prior to its American debt settlement. It was noted, however, that millers were good buyers of Durum from time to time, largely for use in the manufacture of export flour. Liberal premiums were paid for the best milling grades and it was figured that farmers generally netted substantial returns on that crop, even at its discount of around 20 cents under the nearby and 14 cents under May Spring wheat at the tail end of the navigation season. Operators here who have made close studies of the Spring wheat and Durum trade situations are predicting that the acreage seeded to Durum over North Dakota next spring will be materially increased.

Effects of the period of wet weather over areas of the Northwest that came within three weeks after the marketing of the new season's crop had begun were seen in the high percentage of moisture carried in much of the Spring wheat and Durum making its disposition more difficult, according to officials of the Minnesota State Grain Inspection Department at Duluth. The trade here was credited with handling that grain on as liberal a basis as possible. Millers were all along willing to pay good premiums for wheat carrying high percentages of protein and country shippers, taking the average grading of the grain shipped to this market are considered to have done well. The proportion of smutty Spring wheat and Durum marketed during the season was larger than many in the trade had looked for, and it was found necessary to penalize a proportion of it heavily. The elevators gave careful attention to brushing off any grain tainted with smut before merchandising it. The elevators at times carried burdensome quantities of off grade grain that was difficult to handle.

The elevators were credited with making liberal deliveries to crushers under December contracts of flaxseed carried in their houses, so that all but a small proportion of the 1,200,000 bushels of domestic seed in store on this market is now the property of the linseed oil interests.

Earl M. White of the White Grain Company reported substantial improvement in the feeds trade on this market recently, but he noted that the late sharp advances in quotations had resulted in dealers and the larger consumers confining themselves to an immediate requirements basis. Mr. White looks forward to a good movement of oats to the East for export after the opening of navigation next spring.

MINNEAPOLIS

EDWIN O. WELDE CORRESPONDENT

CASH wheat broke the four-year fall record on December 9, when a carload of No. 1 Dark Northern wheat from Montana sold for \$2.05 and another car sold for \$2.04. These increases have come despite the fact that futures have eased up. It is predicted that even higher prices will be paid for wheat but that there will be periods of recession due to some profit taking. The sensational rise in prices is getting response from the farmers who are beginning to market the wheat they have been holding. On December 9 a year ago, cash wheat had reached a high mark of \$1.90 or 15 cents less than this year's high price.

The new variety of wheat called Garnet is being experimented with at the University Farm, and sponsors believe it may revolutionize the business of wheat farming. According to A. C. Army, associate professor of agronomy at University Farm, its chief virtue is its

early maturing quality. It cuts 10 to 20 days from the period between sowing and reaping. The new wheat was brought here from Ottawa, Canada, where it was perfected on the Ottawa experimental farm in charge of L. H. Newman, Government cerealist. In Canada the Garnet wheat is expected to be a boon, because it shortens the growing period and fits into the shorter season. In the Northwest, on the other hand, its chief value will be in fighting rust, because it will mature much earlier than our present early varieties, and will ripen before the season when rust sets in.

One-hundred thousand pounds of formaldehyde will be distributed in the Northwest, with which to treat 500,000 bushels of seed wheat and quantities of flax and potatoes, in a movement for a healthy crop. When a pound of formaldehyde is mixed with 40 gallons of water, 60 bushels of seed wheat can be treated.

Freight rate increases of from one to two cents a bushel on grain shipped from Minnesota, the Dakotas and Montana to Chicago and eastern markets, have been postponed by order of the Interstate Commerce Commission for at least another month, pending outcome of a fight to halt increases on Northwest commodities.

The Minneapolis Grain Shippers Association held its monthly dinner and business meeting at the Nicollet Hotel, December 5. E. J. Ellertson of the Russell Grader Company, spoke on the possibilities of river navigation.

A. W. Oberfell has resigned as traveling freight agent for the Canadian Pacific Railway at Minneapolis, to become commercial agent for the Chicago, South Shore & South Bend Railway, with headquarters in South Bend, Ind.

John Kellogg of the Armour Grain Company, Chicago, and Richard A. Hoyt of the Tennant & Hoyt Company, Lake City, Minn., have both purchased memberships in the Minneapolis Chamber of Commerce.

William F. Thring, a janitor at the Minneapolis Chamber of Commerce for many years, was run down by an automobile recently and died shortly after being taken to the General Hospital.

Otto A. Zimmerman of the Minneapolis Chamber of Commerce was appointed by Governor Christianson to represent the Co-operative Club at the convention of the Mississippi Valley Association in St. Louis, recently. Mr. Zimmerman is a champion of river transportation and development of the upper Mississippi.

Five men were killed as the result of an accident at one of the Marquette Elevator Company's large concrete storage tanks being built for the company at 2300 Marshall Avenue, Southeast. The accident occurred early Sunday morning of November 22. Albert Fritz, Paul Gowlick, Arthur Vonrath and Aasmund Zindsvaal were killed outright, and Robert Zimmerman died two weeks later at the General Hospital. The five were engaged in removing a heavy wooden form at the inside top of the high, cylindrical grain tank, when one of the scaffold rods broke, dropping them to the floor 90 feet below. The scaffold on which the men were working was of heavy planking, suspended by four iron rods from heavy beams laid across the top of the elevator. The men had started work to remove the heavy wooden forms inside and were working on the top and last form when the crash came. Planking, forms, and the five men were dashed to the bottom of the elevator in a tangled mass of wreckage.

Another crew, similarly engaged in an adjoining elevator, heard the crash, and crossing by an upper runway saw the wreckage from the top. Aid was summoned, and the five were removed through a small manhole at the bottom, the only means of exit. According to W. R. Grant, a foreman, they were instructed to split the form into three sections, but it is believed they attempted to shorten the task by removing the entire frame, and that the extra weight was more than the scaffold could bear.

J. R. Martin of the Brooks Elevator Company, accompanied by his wife, will winter in California.

The Kearns Elevator Company, Inc., has been incorporated with a capital stock of \$50,000 by J. L. Kearns, H. C. Wyman and A. R. Briggs.

Herman Wernli of the H. A. Wernli Company, Minneapolis, a subsidiary of the Continental Grain Company of Europe, left for New York recently to attend a meeting of the company.

Recent visitors in Minneapolis are: John Kellogg, Armour Grain Company, Chicago; R. F. Gunkelman, Interstate Seed & Grain Company, Fargo, N. D.; L. C. Newsome, Newsome Feed & Grain Company, Pittsburgh; F. L. Krouth, Yukon Mill & Elevator Company, Yukon, Okla.; R. W. Milner, Alberta-Pacific Grain Company, Winnipeg; Bud Converse, Occident Terminal Elevator Company, Duluth; Walter McCarthy, Capital Elevator Company, Duluth; W. A. Anderson, North Star Grain Company, Winnipeg; George Watson, a broker and importer of Glasgow, Scotland; Frank Carey, presi-

dent of the Chicago Board of Trade; G. A. Collier of the market news service of the Bureau of Agriculture Economics; W. E. Reid, grain and stock broker, Winnipeg; Tom Campbell, president of the Montana Farming Corporation.

MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

MILWAUKEE grain receipts have improved a little as compared with the month previous but the grain as a whole is still backward, according to the figures announced by Secretary H. A. Plumb of the Chamber of Commerce for November. Wheat trade for the past month was very light with arrivals here of only about 214,000 bushels as compared with 1,164,000 bushels for the corresponding month a year ago. Corn trade on the other hand makes a good showing for November with a supply of approximately 414,000 bushels. This compares with receipts of 201,000 bushels for the corresponding month a year ago. The oats trade at Milwaukee is the one bright spot with approximately 1,707,000 bushels received for the past month as compared with approximately 1,300,000 bushels for the corresponding month of last year.

Milwaukee grain men are contenting themselves with the idea that though grain trade is poor it will have to get better before the season is over. Local grain traders declare that the crops of oats and other grains in some nearby states set high records, that therefore the grain is there to sell and that light receipts in part of the crop year must necessarily mean a heavier supply at some other season of the year.

Eleven and perhaps 12 of the largest boats of the Great Lakes are expected to tie up at Milwaukee for the winter. Ten vessels are now in port and two more are on the way. One of these may still take another cargo eastward and in that case the winter fleet will number about 11 ships. The annual quartering of boats at Milwaukee is looked forward to eagerly as it means thousands of dollars to Milwaukee marine supply houses and vessel repair men. The work of cleaning, painting and refitting goes on during much of the winter as a rule.

The December rate of interest has been fixed by the Finance Committee of the Chamber of Commerce at 6 per cent, the same as the rate which has prevailed for some time.

The annual Door County grain show will be held again this year in December. E. G. Bailey, the county agent for Door, says the entries this year will be more numerous than ever before, a reflection of the splendid grain yields in Wisconsin for the season. More farmers than usual have high grade grain to take to the show in 1925. The judging will be done by Prof. Lunz of the Wisconsin College of Agriculture. He will also give a talk during the exhibition period on "Weeds, a Source of Loss on the Farm."

Arthur J. Virmond, aged 47, who has been associated with the Milwaukee grain trade for a long period, is dead from a heart attack. Mr. Virmond had been connected with the Glavin Grain Company of Milwaukee as the South American representative. He returned to Milwaukee from Buenos Aires approximately 18 months ago and remained here up to the time of his death.

The rye prices at Milwaukee are doing much better now and it is hoped by local grain men that this will stimulate more grain to come to market. In September, rye brought only 75 cents a bushel. Early this month the price jumped across the \$1 mark for the first time and since that time the market has continued to soar to still higher levels.

Milwaukee grain stocks rule at low levels for the most part and supplies are moved promptly in most of the grains. The supply of wheat is fairly large with approximately 492,000 bushels. The corn supply is 198,000 bushels; oats, 1,349,000 bushels; barley, a little over 200,000 bushels; and rye about 52,000 bushels.

Milwaukee grain prices are rapidly climbing upward with a gain in one week of December of 13 to 14 cents in rye, 3 to 4 cents in cash corn, 2 to 3 cents in oats, 8 to 15 cents in wheat, and 1 to 2 cents in barley. However, grain prices are now far below those of a year ago.

An appropriation of \$850,000 to complete improvements now under construction in Milwaukee's outer harbor is recommended to Congress by Maj. Gen. H. Taylor, chief of army engineers. With this additional appropriation, work on the south half of the breakwater will be continued, bringing about a near realization of Milwaukee's greater harbor plans, according to Milwaukee harbor officials. A sum of \$800,000 has already been appropriated for the construction of this breakwater. This structure is needed to protect piers and

docks which are to be built on the lake side of Jones Island and forms one of the major parts of the harbor plan.

Various smaller sums have also been allotted to the other ports of Wisconsin, according to the reports, with \$88,500 for Green Bay, \$108,000 for the Fox River, \$25,000 for the Little Kaukauna dam, and \$11,500 for Sturgeon Bay and Lake Michigan ship canal.

A move to bring out complete co-operation in the development of business for the municipal harbor and terminals will be undertaken as a result of a conference between Mayor Hoan, members of the Milwaukee Harbor Commission and all other allied interests. It is proposed to form some organization of shippers to co-operate with the harbor commission in bringing to the attention of Milwaukee business men the opportunity of shipping by water. This organization will try to work up business for all existing ship lines and also help to attract other ship lines to Milwaukee.

One of the most prominent members of the Milwaukee Chamber of Commerce, J. W. P. Lombard, president of the National Exchange Bank, is dead. He was 76 years old. The death attack came without warning. Mr. Lombard had attended to his work steadily up to the night of his death. Mr. Lombard had been a banker for more than half a century. His bank for many years, located across the street from the Chamber of Commerce, has often been visited by Milwaukee grain men and his face was a familiar figure on Michigan Street, the one used by the grain dealers of the city.

Milwaukee grain men are interested in the project of getting air mail for Milwaukee. The Chamber of Commerce and postal officials are still working hard to get pledges of 200 pounds of air mail a day, which is needed before the service can be established. The route as laid out is the Chicago, Milwaukee, Minneapolis line and is being planned by L. K. Bell of the National Air Transport Service, Inc. The plan as now being pushed is to get 200 concerns guarantee one pound of air mail a day. The free use of a hangar for a year and a landing place will also be arranged for. The present plan calls for the opening of the service in the early spring, if all arrangements can be made.

A suspension of a proposed increase in freight rates on shipments of grain from the Northwest to this city, is of vital importance to Milwaukee shippers, according to J. L. Bowlus, manager of the transportation department of the Milwaukee Chamber of Commerce. Mr. Bowlus stated that the proposed increase involves points in five states in the Dakotas, Minnesota, Montana and parts of Iowa. The proposed increase which would apply to grain and grain products, he stated, would involve an average boost of about 1½ cents per hundredweight, though the variation in rate increases ranged from nothing up to 4½ cents per hundredweight.

The proposed rate increase was suspended from November 27 to March 27, Mr. Bowlus stated, but he expects the Interstate Commerce Commission to hand down a decision on the merits of the case before March 27.

Bert Buerger has become associated with Owen & Bro. Company, long established in Milwaukee. Mr. Buerger retired from the Buerger Commission Company not long ago. Mr. Buerger started in the grain business in his father's office at the age of 13. Some years later he founded the Buerger Commission Company.

Hugo Damm, who has been with the Donahue Stratton Company, has started business on his own hook with the new firm name of Badger Grain & Feed Company. His offices will be at 413-14 Chamber of Commerce Building. He says he will engage in the feed merchandising business, making a specialty of dried grains, but he will also handle millstuffs and other kinds of feeds.

Robert G. Bell, grain man, has started a trip around the globe which will last several months. He will go west through the Panama Canal, then to San Francisco, Hawaii, Japan, China, India and through the Suez Canal to the Mediterranean Sea, then a visit to many countries of Europe. He expects to be back in Milwaukee again by April 1.

A new office building has been built at the Kinnickinnic Elevator on the Chicago and Northwestern Railroad. The structure stands near the elevator, is two stories high and is built of brick and tile. The building contains shops and space for offices. The elevator is operated by the Donahue Stratton Company.

George Prasser, who has been assistant weigher at the Milwaukee Chamber of Commerce for seven years, is dead. Death came suddenly while he was at the office of the weighing department.

The Milwaukee Chamber of Commerce will again offer trophies for the best grain at the Wisconsin Agricultural Experiment Association show at Madison in February. The latest trophy provided for is a silver

cup to be set up for the best peck of pedigreed No. 1 oats. The rules will provide that any exhibitor who wins the prize twice in succession, or three times not in succession, may keep it permanently. The Chamber offers one prize for oats, one for the best 10 ears of Silver King Corn, one for the best sample of Spring wheat, one for the best Winter rye and one for the best pedigreed barley.

The Wisconsin Department of Agriculture has just issued a final report which shows that in corn, oats and barley, Wisconsin had the largest yields in the history of the state. Despite the reduced acreages in some instances, the harvest in many lines set a high record. The hay yield of the state, the report says, turned out to be an average, although a near crop failure had been looked for early in the season when the weather was so cold, dry and generally unfavorable. This is the final crop report of the season for Wisconsin.

LOUISVILLE

A. W. WILLIAMS - CORRESPONDENT

LOUISVILLE elevator and grain houses have been quite busy over the month, there having been a great deal of corn drying for the dryer departments, heavy movement in and out on corn export, fair handling of oats, wheat, etc., and the trade as a whole has been busier than for some time past. Local storage continues very scarce, the plants doing storage other than for their own use, having practically all space occupied.

Movement of grain and feed to the country dealers has been light, account of much feed grinding on the farms, silo stock in hand, bad roads and other causes, including lack of ready cash among tobacco farmers for purchase of feeds. Hay prices are also very stiff this season, account of shortage of high grade hay, wet roads, and light hauling to the markets. Feed prices have been advancing sharply over the December period.

Mills are running full speed locally, mostly on old orders, and report good demand for corn products, sluggish demand for feed production, and light demand for flour. Manufactured feeds are in sufficient demand for fairly steady production where moving South. Since wheat went up to around \$1.95 for the cash article, the mills have been unable to take on much new business, holding that they could sell flour based on \$1.75 wheat, but not at \$10.50 a barrel, based on wheat at \$1.90 or above.

The Kentucky Public Elevator Company reported that it was handling a lot of export corn, running drier to 8 or 9 o'clock every night, and quite busy with in and out movement, which has been heavy, and what with a crowded house, there have been times when some stuff had to be held on track. The company has 300,000 bushels of wheat in storage, mostly on long contract; 55,000 of corn; 12,000 of rye; and 25,000 of oats, or a total of 392,000 bushels, which however, is in various lots, held by various owners, which means that it has to be kept separate, causing many bins not to be fully loaded, and meaning a crowded house, which is not nearly up to grain capacity of loaded bins.

M. W. Brumleve, of Callahan & Sons, remarked that the elevator plant was following the usual policy of only handling its own grain, having fairly large holdings of corn and oats, principally oats, in hand.

Ed Scheer, of the Bingham Hewett Grain Company, reported good movement of export corn, but that domestic business had been relatively quiet.

M. W. Brumleve, of Callahan & Sons, local grain house, who for years has been an active member of the Audubon Country Club, and a member of the various committees, has been nominated for the presidency of that club, election to be in January.

W. P. Hall, of the Hall Seed Company, implement and seed dealers of Louisville, recently remarked that he had never seen such a heavy demand for feed grinders as that of this year, farmers having grain, farm power to grind it, idle time on their hands over the winter, bad roads for hauling grain to market and feed home, and a combination of high feed and low corn.

Ballard Breaux, of the headquarters sales office of the Ballard & Ballard Company, reported the arrival of a fine young son, Ballard Breaux, Jr., born on December 8.

The Ballard & Ballard Company, millers, reported that the company had cleaned up storage wheat held at Cincinnati and St. Louis, moving it into Louisville, but still had around 147,000 bushels of wheat on storage in Indianapolis. More wheat would have been stored at St. Louis as well as Indianapolis this

year, except for trouble in securing storage space earlier in the season when it was buying freely. Although not getting much new flour business the plant has been running at capacity on old orders, operating all of Sunday, December 5, when as a rule the plant doesn't run more than five Sundays in the year.

KANSAS CITY

B. S. BROWN - CORRESPONDENT

THE joint conference of the grain interests and the traffic officers of the railroads of the Southwest, in session here early in December, adjourned on the evening of December 3, without having come to any agreement in connection with the equalization of grain freight rates, the purpose for which the conference was called. The traffic officers and the grain interests of the Middle West met at the Hotel Muehlebach, each with a view to reconciling the views of the other faction on equalizing grain freight rates in the territory. It was impossible to accomplish a reconciliation at that time, however, and it was agreed to attend another similar conference to be held in Kansas City shortly after the holidays. In the meantime, members of both factions will compile figures which are intended to substantiate the contentions of the respective parties and, it is hoped, will result in satisfactory agreements being reached in the next session.

Reynier Van Evera, Kansas City flour broker and secretary of the American Corn Millers Federation,



REYNIER VAN EVERA

recently removed his offices from 606 Victor Building to Rooms 709-10, in the same building, in order to acquire necessary greater space in which to care for expanded business. Announcement was also recently made that Mr. Van Evera has just formed the Reynier Van Evera Company and arranged to open an additional office, a new one in Los Angeles to handle flour in that territory. It is understood that the new office will be functioning about January 1, under present arrangements.

The entire list of officers of the Wyandotte County Farm Bureau was re-elected at the ninth annual meeting of the Bureau, held in the Chamber of Commerce at Kansas City, Kansas, on the afternoon of November 21. Following the election of officers a luncheon was presided over by Charles Speaker, the president of the Bureau. The other officers are F. O. Taylor, vice-president; Mrs. G. H. Johnston, secretary; and S. G. Whitehead, treasurer.

T. R. Botts, sales manager of the flour department of the Aunt Jemima Mills Company, St. Joseph, Mo., is to become sales director of the Van Evera organization on January 1. Mr. Botts, previous to six years ago, was connected with Washburn-Crosby Company at Louisville and with the R. E. Kidder Flour Mills here. Miss Elsie D. McCuiston, associated with the local office of the Van Evera Company, is preparing to go to Los Angeles, where she is soon to become associated with that branch and its territory. It is also announced that N. W. Cessna of Long Beach, Calif., will soon join the sales staff of the new Los Angeles office.

The membership of the Kansas City Board of Trade ratified, December 8, the changes in the rules of the Board recommended by the directors of that body on November 24. One of these changes made legal an appeal to the Federal authorities from state grading of

grain; another created a Scale Committee to inspect scales in the Kansas City section, and a third legalized the 56-pound bushel of kafir corn, in which the trading is done on a basis of 100-pound units. Members of the old Weight Supervision Committee of the Board, O. T. Cook, C. C. Ragan and F. T. Kane, whose offices were abolished with the inauguration of Federal supervision, are to constitute, temporarily, the Scale Committee. It is said the changes are part of a series of such changes which are to be offered for approval as a means of bringing the Board's manual up-to-date.

The portrait-in-oils of E. D. Bigelow, well known dean of officials of grain exchanges, was completed last month by Sarah Ricker Knox, a New York artist, who was commissioned to execute the painting at the request of members of the local Board of Trade. The portrait now hangs in the directors' room in the Board of Trade Building.

It is reported here that a petition, signed by several members of the Board of Trade, has been submitted to the directors of the Board in an effort to gain the consideration of the directors in the matter of an increase of the present commission rates on grain futures dealings. If the directors agree to consider such increase, it is said that a rate of \$10 per 5,000 bushels will be proposed. The present rate of commission is \$7.50 for each 5,000 bushels, compared to \$12.50 as in effect on the Chicago Board.

Mrs. Flora L. Holdridge, a former resident of Kansas City, died on December 2, at the home of her niece, Mrs. H. W. Peck, Independence, Kan. Mrs. Holdridge was the widow of T. J. Holdridge, who was prominent in Kansas City grain and milling circles before his death. She is survived by two sisters, Mrs. Ida Bulger of Dallas, Texas, and Mrs. H. L. Cushwa of Indianapolis, Ind., and one daughter, Miss Leta Holdridge, Los Angeles. Funeral services were held on the afternoon of December 5 at Anthony, Kan.

INDIANAPOLIS

H. M. RUDEAUX - CORRESPONDENT

WITH a good export demand and heavier receipts of corn, trade in this city has again become normal. No. 4 and No. 5 corn is being taken freely for export trade, and while the farmers are complaining that the prices are far below the cost of production, corn has moved freely in the last two weeks. H. E. Kinney of the Kinney Grain Company, believes that the demand will continue, owing to the high price of wheat, since it appears that European countries have learned the value of corn, and the populace, too, have learned how to economize and get the most substance for the least money. "Seaboard elevators," says Mr. Kinney, "are taking No. 4 and No. 5 corn freely and drying it at seaboard for export. This condition is brought about by the high price of rye and wheat with an increasing demand for corn. The quality of the corn is improving, bringing about better conditions for handling."

F. E. Watkins of the Cleveland Grain & Milling Company spent a day in Indianapolis recently. Mr. Sheppard reports Elevator "B", which is operated by his company, working 24 hours a day and seven days in the week. The local facilities for drying corn are somewhat limited and dryers are taxed to their capacity. The Cleveland Grain Company were prepared for the emergency, having recently made some extensive alterations and repairs at Elevator "B" among which was the installation of a new drier.

The movement for oats is very light at present but the demand is improving. Bert Boyd of the Bert Boyd Grain Company reports an excellent movement of corn and a very good demand, while the movement of oats is very light, and receipts are practically nothing, the demand is good and improving.

Mr. Allison of the Steinhart Grain Company reports a good movement of corn, with an improvement in quality. Receipts in the past two weeks are readily absorbed owing to the export demand which is unusually good.

Millfeeds are quiet with little demand and market steady. Should the usual cold weather set in after the holidays prices will make a sharp advance, and perhaps a shortage of feed. Mills are not as active as they should be, and stocks of feed are not as large as usual. Ear corn is quoted from 60 to 65 cents for 70 pounds to the bushel with very little demand.

The movement of hay is very limited and the demand is not so good. The adverse weather has prevented a free movement which has naturally kept the price higher than was first anticipated. In most localities much old hay is still on hand, and as the last years crop was of poor quality many of the holders are waiting for higher prices. The demand along the

river towns is practically nothing as Kentucky has had a very fair crop this year, which is somewhat unusual and Louisville is drawing from the interior of the state for her supply which is grading No. 2 and better. Hay quotations as follows No. 1 Timothy hay \$24.50 to \$25.00; No. 2 Timothy \$23.50 to \$22.00; No. 1 Clover hay \$20.

Bartlett Frazier Co., stock and grain brokers with offices in the Claypool Hotel Building, have closed the doors of their Indianapolis branch. Harry Bell was the local manager.

Willard Hart, one of the members of the Hart-Mai-bücher Grain Company with offices in the Board of Trade Building, is the father of a bouncing baby boy, so it's up to Willard to buy the cigars.

BUFFALO

ELMER M. HILL CORRESPONDENT

BUFFALO'S newest grain storage elevator along the waterfront was opened early this month with appropriate ceremonies by J. A. Maharg of Regina, Sask., president of the Saskatchewan Co-operative Elevator Company, Ltd., owners of the new structure. While a band played "Stars and Stripes," a large American flag was hoisted to the topmost pinnacle of the \$850,000 elevator which has been under construction for more than a year.

As the flag was being hoisted in the presence of a big delegation of elevator and grain men, marine leg No. 1 was dipped into a hatch of the steamer A. D. MacBeth of the Four Cities Steamship Company, Inc., of Cleveland, and the elevator began to unload its first cargo of grain shipped from Port Arthur, Ont. The ship carried 70,000 bushels of grain including 50,000 bushels of oats and 20,000 bushels of barley. The unloading was accomplished in five hours. H. C. Wilson, superintendent of the new elevator, had charge of the unloading operations. E. G. Grey, local manager of the Saskatchewan Co-operative Elevator Company, was among the interested spectators.

The new addition to Buffalo's grain elevating and storage facilities has a total capacity of 1,100,000 bushels. It occupies a site with a frontage of 400 feet extending into Lake Erie from the outer harbor line 1,400 feet. Approximately 13 acres are occupied by the company. The site will permit future additions from time to time which eventually will bring the total capacity of the Saskatchewan elevator up to more than 4,000,000 bushels. The elevator is equipped with two marine towers and the latest facilities for the quick removal of grain from lake boats to the storage bins or by conveyors direct to freight cars or New York State Barge Canal line boats for the Atlantic Seaboard. The handling capacity is estimated from 40,000 to 50,000 bushels an hour.

C. D. Howe & Co., consulting engineers, designed the new elevator. The foundation work was done by the Barnett-Record Company, of Minneapolis and the superstructure and equipment by the Monarch Engineering Company, of Buffalo. The company is a co-operative farmers' organization, formed in 1911 in Saskatchewan. The main office is in Regina and the Buffalo offices are at 1012-1014 Chamber of Commerce Building.

Charles Ryan, of Buffalo, has been appointed superintendent of the new grain elevator at Oswego, N. Y., which opened last month. The new structure has been handling a large amount of grain from Welland Canal size boats from Lake Superior and Lake Michigan ports. This is being conveyed direct to canal boats for the Atlantic Seaboard. During the first week the new elevator was in operation, more than 45,000 bushels were loaded into canal boats while additional grain was spouted into cars for shipment to Boston.

The Buffalo City Council has adopted the plan of the Chamber of Commerce fostered by grain and shipping interests for improvement of the outer harbor. A committee of the city government will negotiate with the Federal authorities and the Pennsylvania Railroad for the purchase of lands owned by them between the north line of the present city-owned lands at Michigan Avenue and the lighthouse. If this property is acquired, the city will have about 2,000 feet of lake front in the outer harbor upon which docks will be built. In urging the purchase of the property by the city, George C. Lehmann, manager of the Buffalo Chamber of Commerce, pointed out that grain receipts in Buffalo have increased from 106,000,000 bushels in 1920 to more than 288,000,000 bushels in 1924. To show that Buffalo has not kept pace with other cities with harbors, Mr. Lehmann said Buffalo's appropriations for harbor improvements per ton of annual freight handled has been but 16 cents as compared with Baltimore, 60 cents; Montreal, \$1; Philadelphia, \$1.50; San Francisco, \$1.75; Fort William and Port Arthur, \$1.70; Seattle, \$1.90; San Diego, with work uncompleted, \$2.50; Los Angeles, \$2.75; Boston, \$3.90; Portland, Ore., \$4, and New Orleans, \$4. The council was told that during the storm in December, 1921, losses to shipping at Buffalo were \$1,697,000. Attention also was called to

the fact that through the improvement of the Welland Canal, Toronto, Kingston, and Oswego will become strong competitors of Buffalo for lake grain and other freight business.

Henry Fletcher Shuttleworth, president of the Banner Milling Company, Inc., of Buffalo, died early this month in Rochester, Minn., where he had gone for his health. Mr. Shuttleworth was 68 years old and had been engaged in the milling industry in Buffalo since 1881 when he organized the company of which he was president and general manager. During the war, the government took over control of his business. Besides his widow, Mr. Shuttleworth is survived by a sister.

Fire late last month destroyed the plant of the Dunkirk Seed Company in Locust Street, Dunkirk, N. Y., with a loss estimated at \$250,000. The combined departments of Dunkirk and Fredonia were called upon to fight the blaze which was one of the most disastrous in the city in recent years. High winds handicapped the fireman so that no part of the seed plant was left standing. The company was owned by David and R. W. Wright, of Wright Bros., of Dunkirk, which also controls the Dunkirk Seed Company. Insurance covers only part of the fire damage. Plans are under way for rebuilding the structure in time for the spring seed business.

Announcement is made of the formation of the Lake Elevator Corporation with general office at 620 Marine Trust Building in Buffalo. This new company will manage and operate the Export Grain Elevator at Buffalo with a capacity of 1,000,000 bushels; the Connecting Terminal Elevator with a similar capacity and the Pennsylvania Railroad Elevator at Erie, Pa., with a capacity of 1,000,000 bushels. John Kellogg is president of the Lake Elevator Corporation; Nisbet Grammer, vice-president, and John J. Rammacher, secretary and treasurer. The directors are John Kellogg, Henry W. Hudson, Nisbet Grammer and John J. Rammacher. The Lake Elevator Corporation will be owned by the Armour Grain Company and the Eastern Grain Mill & Elevator Corporation. There will be no public offering of securities. Nisbet Grammer will be manager of the three elevators.

More than 35 grain carriers were unable to load grain cargoes at Port William and Port Arthur before the lake insurance rate was marked up at midnight, December 5, with the result that they are paying three-quarters of 1 per cent more for insurance and will receive only one-quarter cent more from grain shippers. The congestion at the Twin Ports at the Canadian end of Lake Superior cost these boat owners extra money. There was a big rush to get away from Lake Superior ports before the extra insurance tariff took effect.

Only a limited amount of grain capacity was lined up during the first 10 days of December. The storage fleet at Buffalo this winter will be large, but a greater number of boats will hold cargoes at the Head of the Lakes for spring delivery at this end of the route. Shippers may line up some additional tonnage to hold at Lake Erie ports, but they will have to offer maximum rates. Medium size boats are getting 3½ cents to 4 cents from Lake Superior ports to Buffalo. Boats holding grain cargoes at the Head of the Lakes for spring delivery at Buffalo are getting 5½ cents and a similar rate is being paid for spring delivery at Georgian Bay.

A substantial reduction was recorded in stocks of grain at the Canadian Head of the Lakes for the week ending December 5. Shipments from Port William and Port Arthur totalled 23,466,400 bushels, while receipts were 19,296,954.

NEW YORK

C. K. TRAFTON CORRESPONDENT

NEWs from New York this month is largely of a personal character. Hans Simon, who was American representative on the Produce Exchange of the big grain importing house of L. Dreyfus & Co., of Paris, until slightly over a year ago when he resigned to look after his real estate interests in Florida, was calling on old associates on the New York Produce Exchange late last month. After spending the summer in France, he started back to Florida.

Harry M. Stratton of Donahue-Stratton Company, grain merchants, Milwaukee, was visiting friends on the Produce Exchange, of which he is a member, late in November.

George A. Zabriskie has long been active on the New York Produce Exchange, and particularly among members of the grain and flour traders. While a mere youth he was a junior representative of the local agents of the Pillsbury Flour Mills Company, and in recent years became a director in the big concern. During the war he was especially active and efficient in assisting the Government, notably as Food Administrator, particularly embracing flour and sugar. Natur-

ally therefore his host of friends were much gratified to learn that he had been elected third vice-president at the annual meeting of the Society of the Sons of the American Revolution.

F. S. Lewis, head of the commission house of F. S. Lewis & Co., and vice-president of the Chicago Board of Trade, was calling on friends and associates on the Produce Exchange, where his firm is represented by Harry Crofton.

Harry J. Patten, younger brother of James Patten, the former big operator, was visiting friends on the Produce Exchange late in November, having come East to meet his wife on her return from Europe.

Hugh Galbraith, an old and esteemed member of the Produce Exchange and president of the Boutwell Milling & Grain Company of Troy, N. Y., left late in November with his family for California via the Panama Canal. He is not expected back until late in January or early in February.

H. S. Austrian of Rosenbaum Bros., grain merchants, was visiting friends on the Produce Exchange late in November.

O. W. Glenk, the Chicago representative of Knight & Co., grain merchants, of New York and Chicago, was calling on friends in the local market late in November.

F. A. Paddleford and J. F. Lamy, of Paddleford & Lamy, grain merchants, Chicago, received a warm welcome from friends in the local market late last month.

Fred L. A. Oettinger, who was recently with B. F. Schwartz & Co., grain merchants, has become associated with the well known grain firm of Knight & Co.

David D. Allerton has passed away at the age of 76. His host of friends on 'Change and especially in the grain trade were exceedingly sorry but not surprised by the bad news, as his health has been poor for a year or more. He was greatly esteemed and was a member of the Board of Managers of the Produce Exchange from 1898 to 1900; secretary from 1900 to 1904 and vice-president 1905-1906. While only a youth he was connected with the firm of Thos. Richardson, English exporter. Afterwards he was chief clerk in the Erie Elevator in Jersey City and later succeeded the late Edward Annan as manager. Subsequently he was president of the Long Dock Mills & Elevator, Jersey City.

Richard Uhlmann, secretary and treasurer of the Uhlmann Grain Company of Chicago and New York, of which his father is the head, called on friends in the local grain market early in December while on his way to Europe, accompanied by his wife. They will be gone for about seven weeks and will call on members of the trade in the U. K. and on the Continent.

Archie R. Dennis of Dennis & Co., Inc., grain merchants and forwarders of Baltimore was visiting friends on the Produce Exchange, of which he is a member, early in December.

Geo. M. Pyncheon, of Pyncheon & Co., stock and grain brokers of Wall Street, has resigned his associate membership in the N. Y. Produce Exchange and been elected to regular membership. Roy E. Wilson, connected with the same house, has been elected an associate member.

E. B. Northrup of Minneapolis who was once connected with the big firm of Northrup, King & Co., seed merchants, of which his father was the founder, was visiting friends on 'Change early this month after a two months' trip to Europe.

Bertel B. Klee has resigned from the Canada Atlantic Grain Export Company and Geo. J. Schimmer has been elected a member of the Produce Exchange to succeed him.

Henry A. Rumsey, of Rumsey & Co., one of the oldest cash grain houses on the Chicago Board of Trade, was visiting members of the trade on 'Change this month.

Thos. Bennett and E. G. Barker in the Chicago office of James E. Bennett & Co., grain merchants, Chicago, were calling on local traders late in November.

L. P. Lagoria, Chicago grain trader, was visiting friends in the local market late last month.

M. J. Connell, member of the Chicago grain trade, was here early this month.

J. Duke Broomhall, United States representative, with headquarters in New York, of Liverpool Corn Trade News of which his father Geo. J. S. Broomhall is the editor, was united in marriage late in November to Miss Mary Taylor of Hempstead, L. I. Chas. Varga, grain merchant of Boston, was best man. After a month in Bermuda, Mr. and Mrs. Broomhall will reside in Hempstead. There were many fine presents not only

from his family and friends in England but also from friends on 'Change which included handsome presents from his associates or contemporaries, among the other writers and statisticians.

H. W. Carrigan, representative in Montreal of Robinson & Sweet, large grain exporters on the Produce Exchange and the Chicago Board of Trade was visiting local dealers on 'Change early in December and said that the firm was the biggest exporter of barley and oats out of Montreal this season.

E. L. Kimball, vice-president of the North American Grain Company, Inc., has resigned from that concern and retired from the Exchange.

Chas. Loechener, seed merchant here, has passed away aged 65.

Irving M. Horowitz has been elected a member of the Produce Exchange. He will assist Ernest Reiner, manager of the Chesapeake Export Company, Inc.

Leslie P. Moore with the Superintendence Company, supervisors of loading of grain, etc., has been elected a member of the Produce Exchange.

John H. Zinner of the Grain Union, Inc., has been elected a member of the Produce Exchange to assist John Kemp, flour manager on 'Change.

Connor & Scudder, grain receivers and distributors, have, despite the general quietude in cash oats, reported fair shipments of oats in the past two weeks to Cuba.

Geo. R. Roys has resigned as New York manager of the Canadian Co-operative Wheat Producers. He has been succeeded by Wm. Johnson who is also connected with forwarding house of Thomson & Earle of Montreal.

Julius Barnes of Barnes, Ames Company, grain exporters, has been able to attend to business on 'Change with much difficulty recently being compelled to use a crutch, having hurt his knee painfully if not dangerously as a result of a fall from his horse; he also hurt his wrist. Of course his friends, who have an alleged sense of humor, claim that he is now in a class with the Prince of Wales—A case of "horse and Horse."

TOLEDO

S. M. BENDER

CORRESPONDENT

THE Northwestern Ohio Farmers Grain Dealers Association had one of the biggest meetings of the year the evening of December 7 at the Y.M.C.A., Pistoria, Ohio. The feature of the evening was a mock trial. The stockholders of the Farmers Elevator Company, Grelton, Ohio, were the plaintiffs vs. F. E. Schlosser, a director, defendant. He was charged with soliciting orders for the Farm Bureau Federation and collecting funds while a director of the farmers' elevator. Leon C. Gove of Avery, Ohio, was the attorney for the prosecution and C. W. (Judge) Palmer of Defiance, Ohio, was attorney for the defense. George Woodman, manager of the Rosenbaum Bros.' elevator at Toledo, Ohio, acted as judge. The proceedings were exceedingly funny and the big crowd enjoyed every minute of the trial. Preceding this a two-reel movie of the manufacture of wire fence from the time of melting old iron to setting up the fence was shown. L. G. Foster of the extension department of Ohio State University spoke of the investigation now being conducted into affairs of farmers' elevators to show why some succeed and others fail. Those attending from Toledo were Charles Keilholtz and Steve Bender of Southworth & Co., George Woodman of Rosenbaum Bros., Lester Howard of the C. A. King & Co., Herman Phillips of the Crumbaugh-Kuehn Company, George Forrester of the Lake Erie Milling Company, Calhoun Cannon, Federal supervisor of this district, and Joe Streicher and Bill Cummings of J. F. Zahm & Co.

Grain inspections for this market during the past month were 231 cars of wheat, 230 cars of corn, 121 cars of oats, 7 cars of rye and 1 car of barley. Total, 590 cars. By lake: Steamer *Warner*, 205,000 bushels Canadian Spring wheat; steamer *Crosby*, 97,000 bushels Northern Spring wheat; steamer *Rock*, 170,000 bushels of Northern Spring wheat; steamer *Reiss*, 198,000 bushels wheat; and steamer *Way*, 175,000 bushels wheat.

Toledo's flour production for last month as reported by Toledo mills was 148,100 barrels against 201,600 barrels in October and 151,100 barrels in November, 1924. Their flour stock on December 1 was 22,320 barrels against 16,250 barrels on November 1, and 36,876 barrels on December 1, 1924.

Some of the local grain dealers believe the Argentine news has been used as a bull instrument long enough and it now remains to be seen if they will

have a bushel or two for Europe's needs. They generally do and most always are ready to ship wheat in generous amounts about the time our export business is picking up. There is little doubt but that grain crops in the southern hemisphere have been affected and will have an influence on world prices as they have already demonstrated. Directions on old sales of flour are coming in better now and this gives mills an opportunity to clear the decks for new business. December is generally a quiet month for the flour trade and this year is not expected to be an exception.

Soft wheat is as scarce as ever and holders are encouraged by the recent advance to hold for still higher prices. Bids out of this market have been very attractive but some days have not bought a bushel. A slower milling demand both locally and outside has caused premiums to slip some but a fair cash trade would soon bring them back to the high point. Flour sales have not warranted high bids for wheat so millers have not been anxious to be in the lead. Several mills have good stocks of wheat and as long as the business is dull can carry on without buying more.

Before the last advance buyers of flour were ready to take on some goodly amounts but their ardor was quickly cooled. Inquiries have not been so numerous lately but the turn of the year it is thought will bring out some new business. A little export trade was worked recently in Soft wheat showing that world markets are getting closer to our own. Millers are optimistic in their opinions and are ready to go to the mat with buyers anytime.

New corn is moving in liberal volume and were it not so wet would be the finest in grading received here in recent years. The color, uniformity and general appearance are excellent. It must be handled quickly, however, and driers here and at interior points are working day and night in many instances. The weather is the barometer of the arrivals and buyers can almost guess from the temperature how much corn will be coming in a few days. Buyers are paying fair prices for the cool and sweet and also the kiln dried. Oats have advanced and the cash demand has taken receipts without much trouble. It appears to many this grain is out of the rut and should do better the balance of this season.

Clover seed has had a mixed trend during the month with liquidation by December longs and hedging pressure causing weakness and buying power by investors and dealers bringing sharp reactions. Reports from many of the Clover sections say that large amounts of Clover were left in the fields and no attempt was made to hull it. The weather was so bad that many farmers simply threw up their hands and had to let the seed return to the ground or spoil. Lately the market has shown a decided bullish trend and offerings of Clover have been few and far between. December deliveries have been liberal so far and they are mostly French Clover with a high purity and good color. The domestic Clover is selling at a handsome premium and dealers who have some on hand are asking the long price. The foreign seed this year is exceptionally good and mostly shows a higher purity than our own. It is ranging from 99.40 to 99.70 and contains very small percentage of noxious weed seeds compared with our own. A large short interest in December and the deferred futures is believed to be for foreign accounts and shipments will be made to fill contracts. About 75 per cent of the French crop is reported in dealers' hands so that they can be said to control the situation over there. Alsike has been firm with a light trade. Timothy is steady and generous deliveries have been made on December contracts. Exports have reduced some of the eastern stocks and should help the interior markets.

Hay prices have slumped some during the month just past and the demand is very quiet. The continued adverse weather conditions have prevented farmers hauling hay to market as well as reducing feeding operations. Pastures have held out remarkably well this fall. The small receipts might help prices if there was any kind of a demand to take the slack out of the market. Farmers may show some inclination to sell if prices firm up but right now they are in the same class as holders of wheat. Southern demand has been dormant for some time due to the temperate weather down there.

Joe Streicher of J. F. Zahm & Co., and John Luscombe of Southworth & Co., attended the Wholesale Grass Seed Dealers Convention held in Chicago recently. They report most dealers optimistic and the general opinion is that Clover is on debatable ground around present levels. The imports and spring demand will be big factors in the price making.

Ohio will have the largest yield of corn of any of the corn belt states this year. The average for the state will be about 48 bushels to the acre. This is 10 bushels above the 10-year average. The quality is 10 per cent above the 10-year average.

The elevator at Bryan, Ohio, formerly operated by the Raymond P. Lipe Company, was sold at auction during the past month to H. C. Dachsteiner, who has

been operating elevators at West Unity, Ohio, and Waldron, Mich. Mr. Dachsteiner has already sold his plant at West Unity and expects to sell the one at Waldron leaving him free to devote his best efforts to the excellent plant which he has just acquired. His eldest son, a recent graduate of Ohio State University, will enter the business with him. The plant at Bryan is fully up-to-date and it is considered Mr. Dachsteiner bought it very cheap at the price of \$30,000.

The Jewell Grain Company, Jewell, Ohio, will build a 15,000-bushel capacity elevator of steel on the same site occupied by two others that were burned to the ground. The cost will be about \$24,000.

New crop wheat reports are mixed as they usually are at this time of year. Some sections report a heavy acreage sown and others small due to the poor weather for sowing wheat. Wheat that was put in under good conditions has made a fine start and looks strong and ready to stand the rigors of the winter.

Ben Levy of Stiefel & Levy, Fort Wayne, Ind., was a caller at several of the grain offices and on the exchange floor during the month.

Millfeeds have been strong recently due to the strength shown in all grains. Corn and oats feeds especially have staged a comeback and are now quoted at about the same prices. If sales made the prices, feeds would probably be much lower as the demand has not been as good as it should have been. Warm weather put a damper on sales for awhile but lower temperatures are again bringing out inquiries. Dealers are carrying fair stocks in most sections but a week or two of good sales would make a big difference. Bran and middlings have been the best sellers though there is a tendency to buy coarse grain feeds account of their relative cheapness compared with wheat feeds. Small production by mills has helped to maintain a firm market.

Herman Nesper of Southworth & Co., and wife attended the Ohio Grain Dealers Association meeting held in Columbus, Ohio, last month. They also attended the Ohio State-Illinois football game and saw Red Grange in action.

Bert Boardman, manager of the East Side Iron Elevator, celebrated a birthday recently. Kent Keilholtz of Southworth & Co., made a presentation speech at a little private dinner the details of which are lacking.

GRAIN NEWS FROM BOSTON

By L. C. BREED

Henry N. Vaughn of C. M. Cox Company, Boston, has been appointed chairman of the Transportation Committee of the Boston Grain & Flour Exchange in place of A. K. Tappy who resigned this position. R. C. Bacon, Boston representative of the E. R. Bacon Company of Chicago, has been appointed a member of this committee.

James E. Southworth, for many years a member of the Exchange, died recently, following a long illness at his home in Cambridge. He had been prominent in the grain and shipping circles. In 1916 he became manager of the Wheat Export Company, and the U. S. Grain Corporation, and handled all the grain shipped from this port during the World War. In 1921 he served as chairman of the Grain Board of the Chamber of Commerce. He was a member of the Exchange Club and the N. E. Traffic Club. Mr. Southworth was born in Charlestown, and is survived by his wife and his son.

About the middle of last month, the movement of grain for export from Boston received a marked impetus. The steamer *Amasis* loaded 200,000 bushels to be transported to Italy and Sicily. This movement has resulted from Montreal having been overloaded with grain for export. In addition to this, more recently, two steamers were chartered to load grain here for the United Kingdom and Continental ports. The Dutch steamer *Alkaid* has been chartered to load 200,000 bushels of Canadian wheat for an overseas destination, and the *Halmoor*, a British freighter, has been engaged to carry 250,000 bushels of wheat to Europe. The British steamer *Glenisloy* will load 220,000 bushels of wheat for London. The Danish steamer *Minterswijk* will take 176,000 bushels of barley to Bremen and several other freighters have been engaged to move export grain from this port.

In millfeed of late, the demand has been slow and moderate. The sale of feedstuffs in New England is divided between flour mill offal and so-called commercial feeds. Concentrated feeds, also, such as cotton seed meal, gluten meal and linseed meal have annually quite a large sale, notwithstanding the comparatively high prices which prevail for these products.

In the crop year 1919-20, export of Canadian wheat through Atlantic ports was divided as follows:

Canadian ports, 48,345,771 bushels; United States ports about 14,000,000 bushels. For the crop year 1923-24 the division was as follows: Canadian ports, 72,980,977 bushels; United States ports, 141,079,337 bushels. This shows that while traffic through Canadian ports had grown by 50 per cent, traffic, on the other hand, through United States ports had increased more than tenfold.

Unsettled weather at the shipping points has hindered of late, shipments of hay, with the result that receipts have been rather light. The market has ruled steady on most grades, but top grades are slightly lower owing to limited demand. A considerable proportion of the receipts are from Canada, which run somewhat in excess of this time a year ago. The position of Canadian hay in this market is shown by the fact that in 1924, 280,000 tons of a value of \$3-168,000 were shipped from Canada. The demand for straw is ruling quiet, but fancy lots are firmly held. Receipts of hay during the months of November, 324 cars; straw, 16 cars.

Stocks of grain in public elevators at Boston, December 1, were as follows: Wheat, 242,274 bushels; corn, 593 bushels; oats, 64,707 bushels; rye, 2,200 bushels; barley, 207,316 bushels.

Receipts of grain at Boston during the month of November, were as follows: Wheat, 442,975 bushels; corn, 3,150 bushels; oats, 68,450 bushels; rye, 1,000 bushels; barley, 128,875 bushels; malt, 6,250 bushels; millfeed, 136 tons; oatmeal, 418 barrels; oatmeal, 8,342 cases.

Among the visitors to the Exchange during the month of November, outside of New England, were the following: R. J. Anderson, Kansas City, Mo.; Fred J. Otis, New York City; W. E. Savage, Toledo, Ohio; W. H. Mahoney, San Francisco, Calif.; James J. Crowley, Cork, Ireland; Henry Rumsey, Chicago, Ill.; Gen. A. C. La Belle, Montreal, Canada; Earl Coombs, Chicago, Ill.; C. J. La Fleur, Waverly, N. Y.; W. O. Hamilton, Caledonia, N. Y.; G. B. Van Ness, Chicago, Ill.; E. G. Brush, Moira, N. Y.; Seth S. Whalen, Albany, N. Y.

At the recent Chicago hearings in the Eastern Class Rate investigation, it was advocated: 1. That the group rates so long operative to and from New England and C. F. A. territory should be discontinued and straight mileage rates substituted; 2. That the practice of applying New York rates westbound from the Boston rate zone to C. F. A. territory be discontinued, and the eastbound scale be applied in both directions.

PLAN 1200 FARMER TANK LINK

Discussion as to ways and means of extending the organization of the National Farmers' Elevator Company, Co-operative, to the 1200 farmers elevators in Iowa and Illinois was heard December 1, when the concern's directors met at the offices at the Illinois Agricultural Association in Chicago, Ill. This co-operative is the project of the farmer-elevator state associations of Iowa and Illinois, according to Chester C. Davis, director of grain marketing for the Illinois Agricultural Association, which has assisted the Illinois and Iowa farmers' elevator associations, with the advice of the United States Department of Agriculture, in formulating and launching the company. Another meeting is to be held early in 1926.

COOLIDGE CRITIC WINS

Following closely upon President Coolidge's remarks in Chicago, before the American Farm Bureau Federation, in regard to co-operative marketing, S. H. Thompson, the man who most severely criticised the president's speech, was elected president of the farm organization.

Mr. Thompson openly leads the radical group of farmers who are fighting for the enactment of a Federal bill that will include the principles of the McNary-Haugen measure, rejected by the last Congress. The bill will come up again with slight changes and a new name at the present session of Congress, and the new leaders will wield the power of the American Farm Bureau Federation in an effort to make it a law, to the end that the farmers would have an export corporation to handle their surplus and thus increase prices.

The following resolution, passed by the Federation, clearly indicates how the present farm bureau officials will oppose the views of the administration at Washington on the export corporation idea: "We indorse the enactment of a Federal law based

on the principle of a farmers' export corporation, providing for the creation of an agency with broad powers for the purpose of so handling the surplus of farm crops that the American producer may receive an American price in the domestic market and we instruct our officers and representatives to work for the early enactment of such a law, founded on sound economic policies and not involving government subsidy."

SIDELINES OF ILLINOIS ELEVATOR PROFITABLE

By ROADRUNNER

Situated on Illinois State Highway No. 4, and also on the tracks of the Illinois Traction System, is the elevator of the Hamel Co-operative Grain Company the mail address of which is Route No. 1, Worden, Ill. Due to the excellent highway connections and the good rail service, it is well located to serve the farmers in this portion of southwestern Illinois.

The building, which is of frame and ironclad construction, was erected in 1913 by W. L. Wolf, who was owner and operator until May of 1920, at which time the farmers organized the Hamel Co-operative Grain Company and purchased the elevator. The house has a storage of 15,000 bushels, which is



HAMEL CO-OPERATIVE GRAIN COMPANY'S ELEVATOR, WORDEN, ILL.

divided into six bins. The receiving capacity is the same as the shipping capacity—two carloads per day.

One Western Grain Cleaner is in use, and can handle five carloads per day. Other equipment includes a corn sheller with a two carload capacity, all manufactured by the Union Iron Works of Decatur, Ill., and an attrition mill of 100 bushels' capacity.

Electricity is furnished by central station service and current is provided both for lighting and motive power. The chief power unit of the elevator is a 25-horsepower motor. There are two motors. Connection to the works is made by means of a 12-inch belt, 45 feet long. Two belt conveyors, made by the Union Iron Works, are used. A dump of home construction is used for unloading and weights are determined by a Howe Wagon Scale.

Protection against fire is offered by a liberal supply of water barrels and chemical devices placed at strategic points throughout the structure. Wheat, oats and corn are the principal grains handled, and the year's business amounts to about 70,000 bushels. Coal, cement, flour and feed are the sidelines handled, with feeds and flour showing the best profit.

In 1915 a feed store was added by George Casens, and this department enjoys a nice volume of business. W. E. Leichsenring was placed in charge

of operations of the plant when the present owners assumed control, and he is the present manager. A small radio set adorns his desk and is the source of market information. Market reports are secured daily from the *St. Louis Post-Dispatch* station, KSD.

DISPLAY

By TRAVELER

In the last few years some wonderful strides have been made in the sideline or merchandising end of the elevator business, so that, today, it plays a big part in keeping the profit and loss balance on the right side of the ledger. One line after another has been added, so that now the average country elevator is a strong competitor of the country store. Instead of the farmer driving away with a nice, fat check and spending it in various stores in the village, he turns a goodly portion of it right back to the source from whence he received it.

There's still room, however, for many improvements in the manner and methods of selling these sidelines; still opportunities for materially increasing the volume of sales. The thing most universally neglected in this respect is the one of display or appeal to the buyer. I have seen elevator warerooms packed with a varied assortment of merchandise, one thing piled upon another, and much of it hidden away in some dark recess. If a customer asks for some of these things, they can, of course, be dug out for him. But how many more would ask, and how much more would be sold, if these same articles were brought to the attention of the customer in an appealing manner?

All over the country, today, the chain stores are wiping out the individual dealer, and the chief weapon used for this purpose is a price card on everything. Their windows fairly shout the price of their wares to the passer-by; and it's this appeal of price which starts a train of thought in his mind, connecting up the value offered with the capacity of his purse, and, being satisfied in this respect, he enters and buys.

This same idea may be used with telling effect in the elevator business. All the various lines of merchandise should be arranged and piled attractively. The price and name of the article should be conspicuously shown in every case. Have plenty of light in the wareroom—cats and owls can see in the dark, but they are not possible purchasers. If necessary, a few extra windows added will soon pay for themselves.

Get a stencil and make a generous use of attractive placards. These can be shown at the entrance of the elevator, in the driveway and in the office. Feature certain lines, and say something good about them. Make your placards talk convincingly. Don't wait for your customer to ask if you have such and such a thing. Nine times out of 10 he's needing it, and your placard will remind him in such an unobtrusive way that it will not occur to him that you are asking him to buy, but he will feel rather that he is doing it of his own volition.

At no time is a person more ready to buy than at the moment when he has received some money. This is the advantage that the elevator man has over the ordinary merchant. Most of his customers come to him with produce which is readily converted into cash, and it is up to the elevator man to get as much of that cash back into his till as he possibly can. It is only by devising the means of doing so that he can survive in the elevator business today.

Another quick and sure way of increasing business is by the group sale plan. This has the bargain appeal, and, in this respect, men are not so much different from women. They, too, can be tempted to take something that they do not at the moment feel the need of, provided that it will enable them to get something else just a trifle cheaper.

The group sale is simply the putting together of several different articles of merchandise and offering the whole at a flat price for the lot. This price, of course, must be slightly cheaper than that quoted for the articles singly. In doing this, always include in the group sales certain articles which do not move quickly, together with one which has a

ready sale. The slight loss on the price of the popular article will be more than compensated for by the increased sales of the dead stock. At the same time, an increased demand will be created for certain articles which up to this time have only needed a trial to start them moving.

These group sales should be posted at different places about the premises. Don't be satisfied with merely calling the customer's attention to it once. Have the idea confronting him whichever way he turns. An idea repeated often enough sinks into the subconscious and sticks—and that's the point aimed at. Also, change these group sales frequently. Keep moving and keep 'em guessing. There's only a brief span in life when one is really fit for business. The years before this are merely years of preparation. Those that follow are the years for retirement, or the period when you begin to slip backward. Get it while the opportunity is with you. It can't remain forever.

THE GRAIN MARKET SITUATION

By G. A. COLLIER

Bureau of Agricultural Economics, U. S. Department of Agriculture.

Sharp advances in foreign markets forced domestic wheat prices upward for the period ending December 5. Corn prices were irregular working lower toward the close of November but recovering substantially early in December. Other feed grains were moderately higher with the strength in the corn market.

Reductions in the prospective world wheat supply, together with scarcity of nearby wheat at Liverpool and indications of increased European requirements forced an advance of about 27 cents in the Liverpool markets in two weeks while Chicago December futures advanced about 15 for the same period. The comparatively low prices prevailing earlier in the season in world markets had been affected by the offers of cheap Russian wheat for future delivery. As supplies from this source fell short of expectations, prices worked slightly higher and were in turn strengthened by the reports of damage to the Australian wheat crop on account of drought. According to the latest trade reports the Australian crop is estimated at around 124,000,000 bushels compared with over 160,000,000 bushels last year and about 125,000,000 bushels in 1923. Importers were depending upon a large surplus in Argentina to meet consumers' requirements, and with recent claims of severe damage to the Argentine wheat crop importers competed briskly for the offerings of Canadian wheat, with prices working sharply higher. In addition some traders have come to believe that European requirements may be larger than were expected earlier in the season, although consumption will doubtless be affected by the advance in prices. Recent reports indicate that Russian wheat exports have been suspended till spring.

More favorable weather has recently prevailed in Canada and threshing there is practically completed. Country marketings recently have run over 20,000,000 bushels per week and it is estimated that over two-thirds of the marketable surplus has left farmers' hands. With the increased European demand for Canadian wheat the increased offerings have been readily absorbed.

Receipts of wheat in domestic markets have been liberal with primary receipts for the past two weeks running around 8,500,000 bushels compared with about 7,000,000 toward the close of October. Farmers have sold more freely at the higher prices although cash prices have not followed the full gains in the futures markets. Large flour buyers seemed unwilling to increase their stocks in the advancing market and milling demand for wheat was only moderately active. Considerable wheat has been imported from Canada, chiefly for milling in bond. With the exception of some grades of Durum, wheat east of the Rockies has been above an export basis. Sales of domestic flour for export are smaller than last year.

The movement of American Spring wheat from the Northwest to eastern mills continued heavy and some wheat was shipped to Chicago. Twelve per cent protein No. 1 Dark Northern at Minneapolis

sold on December 4 at 9 to 13 cents over the May futures; 12½ per cent at 12 to 16 cents over; and 13 per cent at 15 to 20 cents over, with 1½ cent premium for each additional ¼ per cent protein over 13 per cent. Durum premiums held firm with No. 1 Amber quoted at 2 to 20 cents over the Duluth December futures, which closed December 4 at \$1.47.

Some wheat was sold at Omaha for shipment to Chicago but millers were buying sparingly at the advance in prices. Country marketings increased in the Southwest and with quiet local milling demand cash prices lagged behind futures. Some high protein wheat was moving to Northwestern mills while fair amounts were going to Texas and Oklahoma. No. 2 Hard Winter 12½ per cent protein sold at Kansas City on December 4 to 10 cents over May futures; 12½ per cent at 11 cents over and 13 per cent at 12 cents over.

Prices of Soft Red Winter wheat have advanced moderately but recently St. Louis mills have been buying Soft White wheat at prices considerably lower than Red Winter quotations. Mills were buying more one and two car lots at Cincinnati. Trading increased in the Pacific Northwestern where exporters were active buyers on account of the recent advances in world prices. Domestic prices advanced slightly in this section with Soft and Western White selling at about \$1.66 per bushel on the Portland basis. Four charters were taken for the United Kingdom in addition to numerous parcel contracts. Mills were buying sparingly with practically no foreign flour business and duller domestic flour trade.

Rye prices have worked higher with the strength in the wheat markets. Offerings of cash rye have been light and have been readily absorbed but with top sales of rye at \$1 per bushel at Milwaukee dealers are expecting freer marketings. The domestic crop is more than equal to home food requirements and with the big increase in the European rye crop this year exports since July 1 total only around 6,000,000 bushels against about 27,000,000 bushels a year ago. Should wheat prices be maintained at the present level European buyers may substitute an increased amount of rye.

The movement of new corn to market has been reduced by the wet weather which hindered husking and shelling. Although the quality of the arrivals shows some improvement most of the receipts continue to have a high percentage of moisture. Nearly four-fifths of last week's receipts at Chicago graded No. 5 and lower while receipts at Milwaukee showed mostly 15 to 25 per cent of moisture. In spite of the increased crop, primary receipts for November were only about 2,000,000 bushels larger than from the short crop last year, while the visible supply continues very small. Dealers were cautious about increasing their holdings of this high moisture corn, which in most cases has required kiln drying before storage or shipment. Dryers have been taxed to capacity at many markets and fears of burdensome receipts of low quality corn were a weakening factor in the corn market during November. Some corn has been sold for export and the use of corn by industries may be expected to increase this year with the lower prices prevailing. About 85 per cent of the corn crop, it is estimated, is ordinarily fed on farms and prices of cattle, hogs and dairy products favor liberal feeding.

The barley market turned firmer recently with other grains, following a slight decline. Good grades of malting barley have sold readily at Milwaukee and Chicago but the lower grades have moved with difficulty. Best malting barleys continue in demand in England and Germany but European markets for feed barley have been burdened with plentiful supplies of cheap Russian barley. Exports from the United States have fallen off recently but are still about 25 per cent larger than at this time last year. Nearly one-third of the total exports went out from San Francisco. No. 3 barley at Milwaukee is selling at 69 to 79 cents per bushel and choice barley at San Francisco sold at \$1.85 per 100 pounds with feed barley moving slowly at \$1.55 per 100 pounds.

Flax prices are about the same as a month ago, recovering from a slight decline which was due to

the expectation of a bumper Argentine crop. No definite information has been received concerning the effect of recent weather upon the Argentine crop but opinion seems to be that flax will have suffered along with wheat. Demand for linseed oil has been quiet recently with large buyers awaiting the outturn of the Argentine crop, which was estimated before recent developments at around 30,000,000 bushels larger than last year's production. Old crop Argentine flax is still being quoted in considerable quantities by eastern crushers and the trend of flax seed prices will be largely influenced by the European outturn.

Oats prices have advanced in sympathy with corn. Commercial stocks continue large and current market receipts have been about equal to consumers' requirements, but indications are that commercial stocks soon will show a material decrease. Deliveries on the December contracts at Minneapolis were heavy but were well absorbed with a fair proportion expected to go into consumers' hands.

GRAIN SHOW OF 1925 BREAKS RECORDS

A new record was established this year in the number of entries in the International Hay and Grain Show, which was held at the Stock Yards in Chicago the week ending December 5. There were 5,089 samples of grain, seeds and hay, an increase of 336 entries over last year. There were 3,212 10-ear samples of corn and 1,124 single ear entries. The largest increase in percentage of entries was in the junior corn class, this class having shown 684 entries as compared with 225 last year.

Fifty new samples of recently discovered varieties contributed by 25 different experiment stations constituted the feature display of this year's show. The entrance to the exhibit was again made impressive this year by the familiar mammoth corn arch surmounted by a huge globe of the world, proclaiming to all who passed that "Corn is King." In the roster of winners there appeared many old names and several new ones. Indiana still claims the title of "Home of Champion Corn Breeders," with two championships—one of the single ear sweepstakes and the other the junior sweepstakes, as well as the sweepstakes reserve. Missouri and Maryland came in for an even division of the remaining corn honors. For the second time since the hay and grain shows started the wheat title went to the United States, Canada having lost to Montana. Montana also took sweepstakes in oats.

John C. Wilk of St. Louis, Mich., was awarded the grand championship in the soy bean department and the reserve sweepstakes in the same class went to R. O. Conlee of Pleasant Plains, Ill. Shelby County, Ind., scored 13 out of a possible 40 wins in Region Eight Yellow corn and 17 out of a possible 40 in the same region for white specimens. In the single ear competition Shelby placed four out of the 15 winners. And in the junior contest this section took six out of the 10 ribbons, including the sweepstakes.

The 10 specimens of corn submitted by L. M. Vogler, Hope, Ind., were named grand champions. They were yellow corn. A. D. Radebaugh, Forest Mill, Md., won the championship in the single sweepstakes with a showing of Reid's Yellow Dent. Reserve honors in this class went to C. H. Drury, Unionville, Mo. This is the first time in many years that honors for the individual ear have gone outside of the corn belt, Indiana and Illinois usually dividing the honors.

L. P. Yates, Fishtail, Mont., won first honors in wheat, R. V. Petersen, Victor, Mont., the purple ribbon for the best barley, L. E. Petersen, Victor, Mont., for the best specimen of oats, and A. W. Jewett, Jr., Mason, Mich., for the best hay. The Lux family is on hand again in the junior corn show, Victor C. Lux of Waldron, Ind., having been declared the junior champion. Reserve honors went to Dorothy Heckman of Cerro Gordo, Ill.

Young Lux, who is 14 years old and the scion of a long line of expert corn growers, selected his 10 ears which won from an acre of his own planting. This acre produced 144.95 bushels of corn. Last

year Frank W. Lux of Shelbyville won this item, and in 1923 his brother, Morris Lux, took first prize with his showing.

Those prominent in agricultural extension service and at the agricultural colleges have started already to lay plans for next year's show. They are agreed in the opinion that 1926 will surpass this year's show in every respect.

RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at the leading terminal markets in the United States for November:

BALTIMORE—Reported by James B. Hessong, Secretary of the Chamber of Commerce:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	1,240,669	1,412,383	962,877
Corn, bus..	41,296	36,608	.....
Oats, bus..	88,242	197,585	12,028
Barley, bus..	344,351	997,123	169,106
Rye, bus..	2,716	606,778	655,992
Malt, bus..	7,924	16,414	3,117
Buckwheat, bus..	1,401	22,238	.....
Millfeed, tons	1,449	934	.....
Straw, tons..	87	99	.....
Hay, tons..	1,574	1,286	.....
Flour, bbls..	109,003	194,124	36,658

CHICAGO—Reported by J. J. Fones, secretary of the Board of Trade:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	740,000	3,363,000	900,000
Corn, bus..	7,324,000	5,374,000	2,737,000
Oats, bus..	3,265,000	4,714,000	2,343,000
Barley, bus..	492,000	1,127,000	111,000
Rye, bus..	631,000	2,386,000	17,000
Timothy Seed, lbs.	2,047,000	3,736,000	709,000
Clover Seed, lbs.	2,125,000	2,195,000	499,000
Other Grass Seed, lbs.	6,074,000	2,328,000	672,000
Flax Seed, bus.	290,000	382,000	3,000
Hay, tons..	18,222	14,419	1,210
Flour, bbls..	1,044,000	1,038,000	674,000

CINCINNATI—Reported by D. J. Schuh, Executive Secretary of the Grain & Hay Exchange:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	367,800	407,400	275,800
Corn, bus..	562,800	433,000	288,400
Oats, bus..	252,000	252,000	144,000
Barley, bus..	5,600	4,200	.....
Rye, bus..	2,400	19,600	.....
Kaffir Corn, bus.	1,400	1,400	.....
Hay, tons..	4,411	7,436	.....
Feed, tons..	3,030	2,870	.....

CLEVELAND—Reported by F. H. Baer, Traf. Commissioner Secretary of the Chamber of Commerce:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	15,171	87,173	8,590
Corn, bus..	50,250	126,626	22,723
Oats, bus..	126,189	281,574	6,253
Barley, bus..	104	9,000	.....
Rye, bus..	723	13,128	.....
Hay, tons..	359	1,856	.....

DETROIT—Reported by C. B. Drouillard, Secretary of the Board of Trade:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	145,000	.....	.....
Corn, bus..	35,000	.....	.....
Oats, bus..	54,000	.....	.....
Barley, bus..	8,000	.....	.....
Rye, bus..	18,000	.....	.....

DULUTH—Reported by Chas. F. MacDonald, Secretary of the Board of Trade:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	11,573,320	27,608,667	15,070,002
Corn, bus..	34,137	3,127	175,000
Oats, bus..	2,020,235	994,294	2,493,314
Barley, bus..	995,877	1,936,549	1,145,585
Rye, bus..	1,073,447	5,104,895	730,374
Flax Seed, bus.	2,415,499	6,262,368	3,527,302
Flour, bbls..	702,570	756,230	844,585

FORT WILLIAM, ONT.—Reported by E. A. Ursell, Statistician of the Board of Grain Commissioners for Canada:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	51,534,815	42,659,761	56,410,432
Oats, bus..	6,338,792	7,601,283	5,433,938
Barley, bus..	6,240,317	6,998,046	6,198,996
Rye, bus..	663,063	804,886	829,008
Flax Seed, bus.	1,478,135	2,276,851	907,660

INDIANAPOLIS—Reported by Wm. H. Howard, Secretary of the Board of Trade:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	308,000	423,000	190,000
Corn, bus..	2,447,000	2,113,000	1,648,000
Oats, bus..	382,000	606,000	408,000
Rye, bus..	3,000	17,000	1,400

LOS ANGELES—Reported by Secretary of the Grain Exchange:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, carloads ..	267	192	.....
Corn, carloads ..	187	156	.....
Oats, carloads ..	65	57	.....
Barley, carloads ..	255	112	.....
Rye, carloads ..	1	0	.....
Milo, carloads ..	87	55	.....
Gyp Corn, carloads ..	3	1	.....
Brn, carloads ..	87	87	.....
Kaffir Corn, carloads ..	25	77	.....
Flour, carloads ..	235	202	.....

KANSAS CITY—Reported by W. R. Scott, Secretary of the Board of Trade:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	4,302,450	5,211,000	1,309,500
Corn, bus..	775,000	1,738,750	353,750
Oats, bus..	644,300	567,800	472,500
Barley, bus..	55,500	34,500	24,700
Rye, bus..	24,200	47,300	4,400
Kaffir, bus..	279,400	646,800	124,000
Brn, tons..	2,020	8,460	24,160
Hay, tons..	34,044	24,936	16,908
Flour, bbls..	83,200	70,200	547,950

MILWAUKEE—Reported by H. A. Plumb, Secretary of the Chamber of Commerce:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	214,200	1,164,225	69,599
Corn, bus..	414,400	201,175	115,325
Oats, bus..	1,707,750	1,306,050	1,394,300
Barley, bus..	822,980	1,136,540	159,419
Rye, bus..	38,205	343,380	32,390
Timothy Seed, lbs.	180,000	512,860	.....
Clover Seed, lbs.	772,012	1,249,555	165,425
Flax Seed, bus.	130,130	83,370	.....
Feed, tons..	2,500	1,603	6,143
Hay, tons..	1,863	916	166
Flour, bbls..	192,730	200,720	46,740

MINNEAPOLIS—Reported by G. W. Maschke, Statistician of the Chamber of Commerce:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	11,403,070	12,013,650	5,285,090
Corn, bus..	708,230	385,980	409,830
Oats, bus..	2,100,770	4,908,690	2,870,170
Barley, bus..	2,228,950	2,756,500	1,066,030
Rye, bus..	762,150	714,570	260,740
Flax Seed, bus.	1,106,790	2,781,020	346,520
Millstuffs, tons	2,921	2,355	64,902
Hay, tons..	3,806	2,413	659
Flour, bbls..	70,289	63,021	1,152,320

NEW ORLEANS—Reported by S. P. Fears, Chf. Gr. Insptr. & Weighmaster of the Board of Trade, Ltd.:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, Cars	23	2,297	103,999
Corn, Cars	205	94	317,362
Oats, Cars	29	122	63,928
Barley, Cars	1	5	.....
Gr. Sorghum, Cars	1	6	.....
Rye, Cars	1	14	.....
Wht. Segs., Cars	1	.....	.....

NEW YORK CITY—Reported by H. Heinzer, Statistician of the Produce Exchange:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	9,778,000	10,204,600	7,966,000
Corn, bus..	546,500	129,000	.....
Oats, bus..	1,234,000	1,447,000	1,111,000
Barley, bus..	2,111,900	4,925,000	2,225,000
Rye, bus..	227,500	2,626,500	216,000
Clover Seed, bags	1,700	6,484	4,987
Flax Seed, bus.	716,500	1,586,500	.....
Hay, tons..	7,244	8,881	3,545
Flour, bbls..	1,108,352	995,614	448,000

OMAHA—Reported by F. P. Manchester, Secretary of the Grain Exchange:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	1,180,200	2,328,200	523,600
Corn, bus..	1,457,400	529,200	897,400
Oats, bus..	790,000	1,022,600	980,000
Barley, bus..	49,600	60,800	40,000
Rye, bus..	46,200	168,600	19,600

PFORIA—Reported by John R. Lofgren, Secretary of the Board of Trade:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	198,000	136,350	175,200
Corn, bus..	2,138,550	1,367,450	1,288,900
Oats, bus..	694,800	872,250	630,500
Barley, bus..	64,400	102,200	36,400
Rye, bus..	.....	40,150	1,200
Mill Feed, tons	32,140	39,540	36,110
Hay, tons..	1,520	2,710	240
Flour, bbls..	184,500	181,800	193,400

PHILADELPHIA—Reported by A. B. Clemmer, Secretary of the Commercial Exchange:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	2,287,977	3,714,281	2,352,917
Corn, bus..	29,322	29,322	.....
Oats, bus..	437,265	189,914	477,554
Barley, bus..	55,674	149,737	66,874
Rye, bus..	164,226	113,078	19,216
Flour, bbls..	230,060	241,484	25,684

ST. LOUIS—Reported by Charles Rippen, Secretary of the Merchants Exchange:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	2,154,400	3,346,152	1,383,800
Corn, bus..	2,517,800	1,411,130	762,700
Oats, bus..	1,736,000	1,944,000	1,502,000
Barley, bus..	219,200	166,400	42,200
Rye, bus..	5,200	1,300	2,600
Kaffir Corn, bus.	46,800	79,200	36,000
Hay, tons..	845	13,044	3,889
Flour, bbls..	453,740	376,300	519,360

SAN FRANCISCO—Reported by J. J. Sullivan, Chief Inspector of the Chamber of Commerce:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, tons.	10,356	7,000	.....
Corn, tons..	2,339	2,000	.....
Oats, tons..	2,204	1,257	.....
Brn, tons..	34,187	22,216	.....
Beans, sacks.	1,033	425	.....
Foreign Beans, sacks	114,065	32,223	.....
Hay, tons..	5,448	10,226	.....
Flour, bbls..	3,175	2,455	.....

TOLEDO—Reported by A. Gassaway, Secretary of the Produce Exchange:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	1,173,400	1,787,515	314,655
Corn, bus..	287,500	240,000	78,555
Oats, bus..	248,050	954,100	326,040
Barley, bus..	1,200	3,600	.....
Rye, bus..	8,400	54,000	1,500

SUPERIOR—Reported by E. W. Feidler, Chairman of the Wisconsin Grain & Warehouse Commission:

	Receipts		Shipments	
	1925	1924	1925	1924
Wheat, bus.....	6,559,915	12,806,409	7,747,167	13,866,856
Corn, bus.....	56,210	3,979		175,000
Oats, bus.....	681,144	835,376	1,538,193	913,757
Barley, bus.....	764,640	1,605,280	1,064,709	2,076,300
Rye, bus.....	531,274	1,434,850	487,624	1,525,941
Flax Seed, bus.....	982,835	2,653,951	1,219,216	2,973,372
Bonded Wheat, bus.....	201,512	523,389	70,000	227,000
Bonded Oats, bus.....	53,314	91,676	.....	70,000
Bonded Rye, bus.....	14,527	50,514	.....	50,000
Bonded Barley, bus.....	169,635	240,993	155,070	175,000
Bonded Flax, bus.....	22,428	81,351	28,377	.....

HAY, STRAW AND FEED

FLAX STRAW DEMAND GROWS

Straws not widely used for stock feed are not necessarily waste products. Industries utilizing the straw from the flaxseed crop are still in their infancy, yet about 200,000 tons of this straw are used annually in the manufacture of different products. Specially prepared flax tow pressed and stitched in layers between heavy paper, or pressed into board form, is used very extensively for insulating purposes in buildings. This material is put up in various forms and has an increasingly wide usefulness. It is also used in numerous upholstered products.

LOSES CLAIM ON BRAN

Attorney Examiner Disque, of the Interstate Commerce Commission, has recommended the dismissal of the wheat bran rate claim brought by the Robinson Milling Company and others concerned against the Abilene & Southern Railroad and other lines.

It was the examiner's finding that the rates on wheat bran in straight carloads (and when in mixed carloads with grain and grain products) from points in western and southwestern states to destinations in Louisiana Texas and New Mexico, in the two year period immediately preceding the filing of the complaint, were "not unreasonable".

FEED MAN A. N. A. HEAD

At the annual meeting of the Association of National Advertisers, held at the Mayflower Hotel, Washington, D. C., during the week of November 16, E. T. Hall, vice-president in charge of advertising at Purina Mills, St. Louis, Mo., was elected president of the organization. This group of advertising executives represents about 325 of the country's large manufacturing plants, banded together for the purpose of comparing advertising results and making the advertising of all members more productive. Mr. Hall, after acting as secretary of the Checkerboard feed concern for a number of years, was last year made a vice-president of the feed company.

RYE HAY FOR MOUNTAIN STATES

According to Geo. W. Hendry, hay expert of Berkeley, Calif., rye offers great facilities for the production of an annual hay crop under two circumstances unfavorable to the growth of other cereals—namely, on poor, thin, sandy soils, and under climatic conditions of extreme severity. In consequence, it has taken precedence over the other cereals as a hay crop in the northern mountainous regions, and has, to that extent, widened the range of grain hay production in California. It has also an aptitude for withstanding the effects of drought, a circumstance which has added greatly to its value on the sandy soils of the San Joaquin Valley, where in many instances, as at Delhi, for example, it succeeds better than any of the other cereals.

GOLDEN STATE HAY MORE VALUABLE THAN FRUIT

Something a little more substantial than usual in the line of bulletins is No. 394, published by the University of (Berkeley) California. It deals with cereal hay production and also with feeding trials with the cereal hays discussed. The magnitude of the hay business in the Golden State is shown by the state's crop report for 1923 which gives the total value of the California tame hay crop, including Alfalfa, for 1923, as \$73,752,000, or an amount somewhat larger than that reported for the value of the orange, lemon, pear, apricot, almond, plum, and olive crops combined. Alfalfa occupied about one-half the hay acreage of the state that year. Cereal hay is unquestionably the most widely distributed field crop in California.

The outstanding feature of the feeding trials, is

that the four wheat varieties ranked highest for production of body weight, when fed with Coast and Chevalier barleys and rye in competition. Considering the economy of the hay feeding and the gain made per 100 pounds of hay, the wheat varieties were decidedly ahead of the other grain hays mentioned.

CONTINUED IRREGULARITY IN N. Y. FEED MARKET

By C. K. TRAFTON

Irregularity has continued to be a conspicuous feature in the feed market. Primarily wheat feeds slowly sagged to a lower plane, although there was a small rally subsequently. At first the weaker tone was perplexing, as in the West, cash wheat was scarce and at a high premium and hence millers contended that they were unable to grind freely because they could not sell their flour promptly. Afterwards it was said that receipts of wheat had increased and the premium was lowered slightly, while in the meantime demand for flour increased. Consequently feed was more plentiful but later the inquiry improved and part of the decline was recovered. No doubt this was partly in sympathy with the rapid rise in wheat, corn and coarse grains.

In corn feeds there was greater firmness than expected by buyers as receipts of corn have failed to increase as anticipated and therefore stocks continued meager. Of course this was largely due to the refusal of farmers to sell, prompted by the Federal aid, notably in Iowa. Linseed meal has been strong largely on account of the good export demand for cake. Cottonseed meal was not essentially weaker despite the bigger cotton crop. An outstanding feature was the strong tendency in beet-pulp. This was due to a good demand for both domestic and imported. In truth the offerings of domestic have been inadequate, the receipts being meager in spite of the higher bids. Imported was up \$2 a ton with limited offerings. In addition there was a good inquiry for imported for January-February shipment at \$44 delivered at ports in Florida, Georgia, Texas and Louisiana, but trade was checked by the light offerings and the difficulty of securing satisfactory freight rates or suitable available tonnage.

SPECIAL PROCESS FOR EXPORT HAY

All hay entering the western marine export trade via San Francisco and other coast cities, is re-baled and tightly compressed, by a method differing from that employed at Atlantic seaports. Instead of placing whole bales in the presses and reducing their volume by combining two or more into one compact bale, the hay is taken from the original bale and run over a revolving cylinder, which pulls it apart. This loose hay is then fed into a heavy perpetual type press, which compresses it to 14 inches by 18 inches. Crosshead bale ties are used, 8 or 9 feet in length, giving bales of even length containing about 6 cubic feet, and varying from 50 to 70 cubic feet per ton. By this method hays of different grades may be mixed and combined in desired proportions, and Alfalfa mixed with grain hays for army use. The principal export trade in cereal hays centers about San Francisco Bay, and consists mainly of consignments for United States Army mules and horses in Hawaii and the Philippines.

BARLEY HAY POPULAR IN WEST

Different kinds of grain hay are preferred in different districts according to their real or supposed suitability to the soil and climate and to local feeding requirements and markets. The range of soils and climates in California, for instance, is very wide, and yet for each locality in the state one or more varieties of the four cereals have been found

well adapted. Barley, because of its special adaptation to semi-arid climates, is the most generally suitable to California. It is the prevailing cereal upon the floor of the Great Valley, and also predominates in the interior districts of southern California. It does not thrive, however, in the cooler, more humid, coast districts, and is replaced by rye in the mountain valleys of the north, and by oats in the foothill sections of the Sierras, and in the humid coast regions of northern and central California. There is some slight production of barley hay in the mountain valleys, particularly about the logging camps, to provide feed for work stock, for which purpose it is especially esteemed.

ADDS CHICK SIDELINE

For the purpose of extending the work of the Marine City, Mich., Farmer Co-operative Company "still further into the realm of service, as distinguished from mere trade or business," its manager has announced a new activity of the firm. The supply of baby chicks and expert advice as to their care and development, will be included in the new branch of the elevator's work.

Not only will the elevator supply baby chicks from an accredited hatchery, but will follow up the delivery of these orders with instruction and assistance in the care of the chicks.

The business of poultry raising has steadily grown in importance to the average farmer through the past few years and particularly is this true of St. Clair County, Mich., in which this elevator operates. More and more farmers have come to see that there is a good clean profit in poultry with a small investment and this company is alive to the fact.

EUROPE GETS HALF U. S. LINSEED MEAL

About 600,000 tons of linseed meal are produced annually in this country, and it will surprise many to learn that about 50 per cent of this feed is exported to northern Europe. The European dairy farmer is buying this meal, paying freight across the Atlantic, and finding it a profitable feed. In summarizing the value of this feed ingredient Mr. Stoa, author of "Flax Facts", published by the North Dakota Agricultural College, says: "Protein is the substance in a feed that is essential to the growth and proper development of all animals. The fat in linseed meal gives it a mild laxative effect which is healthful. An animal whose feed includes linseed meal is characterized by a thrifty appearance, a pliable skin, a sleek coat, and a good handling quality of flesh. The value of any feed is not based on its bulk but rather on the pounds of nutrients which that feed contains, that is, the returns secured for every pound of grain fed. Considered from this standpoint linseed meal is one of the best and one of the cheapest feeds on the market."

TIMOTHY IMPROVING

Those who attended the International Grain and Hay Show at Chicago November 28 to December 5 and saw the fine exhibits of Timothy bales, were bound to be impressed with the excellent quality of the hay. That quality is a direct result of the concerted attempts that are being made throughout the country to improve commercial varieties of Timothy.

Considerable success has been experienced at the University of Minnesota Agricultural Experiment Station tests which have been conducted in co-operation with other stations in the United States.

Application of a method known as "selection within self fertilized lines" is being made by the Minnesota experimenters. The method involves starting the lines to be tested, in greenhouses, each

plant in a separate pot, and transplanting in the spring. The heads are covered with bags to prevent cross-fertilization. Elimination of undesirable characteristics, guaranteeing larger yields and greater disease resistance, is the aim of the experiments according to the announcement.

HAY INACTIVE IN NEW YORK

By C. K. TRAFTON

Much of the time during the past month the New York hay market was irregular and unsettled. For a short time at the outset superior grades of Timothy and Light Clover Mixed were decidedly scarce, virtually no No. 1 having been received. Consequently many buyers were compelled to turn their attention to No. 2. In the meantime receipts were fairly liberal of common and low grades mainly by river and canal boats or barges. In fine there was the usual rush to move supplies promptly as customary just before the close of canal or river navigation. As a result there was an accumulation of inferior descriptions which were exceedingly difficult of sale even though offered more freely at concession on cost. Therefore the market has had a weaker undertone recently as buyers have been holding aloof while offerings for forward shipment from the interior were heavier. It came to light that shippers of domestic from "up state" or western points had found it more difficult to find a market for their surplus in the south largely because markets there had received abundant supplies of good Canadian at somewhat lower figures. Indeed it was averred that as a rule the grading was more satisfactory. Meanwhile local buyers have been manifesting only limited interest and chiefly in good to fancy qualities.

HAY ARRIVALS LIGHT

The Toberman Grain Company of St. Louis, Mo., in its letter of December 10, says:

Arrivals of hay very light on both sides of the river. Extreme good demand prevails for choice qualities of Timothy and Light Clover Mixed. All medium grades are in better request. Quick shipments will surely reach a good market.

Small receipts of Clover. Good demand for top grades. Medium grades steady.

Alfalfa arrivals light. Choice qualities wanted. Medium grades steady.

Hardly any Prairie coming in. Choice qualities in demand. All medium grades steady.

EXPECT HEAVY MOVEMENT

The small offerings of top quality hay, together with increased demand, have strengthened our market considerably. Although a great many farmers in this section are still busy with corn, we look for a heavier movement the latter part of this month.

Prices are as follows: No. 1 Timothy, \$25.50@26.50; No. 2 Timothy, \$24@25; No. 3 Timothy, \$20@22; No. 1 Light Mixed, \$24@25; No. 1 Heavy Mixed, \$22@23; No. 1 Clover, \$23@25; No. 2 Clover, \$18@21; Wheat straw, \$12.50@13.50; Oats straw, \$11@12.—The Mutual Commission Company, Cincinnati, Ohio. Market letter of December 11.

FIGHTS BANNING OF HAY-EATERS FROM STREETS

The proposal of a Chicago traffic policeman to legislate horses off the city streets drew immediate fire through the columns of the *Chicago Tribune*, from Wayne Dinsmore, secretary of the Horse Association of America. He said:

Horses are used in the city because they are cheaper. In Chicago over \$22,000 is saved per year by delivering bread by horse truck instead of electric, and over \$35,000 is saved by using horses instead of gas trucks on all short hauls, per million dollars' worth of sales.

In New York a similar investigation just concluded discloses that the spread is still greater, amounting to no less than \$62,000 per million dollars of sales when horses are used instead of electric trucks and \$78,600 per million dollars of sales between horses and gas trucks, when the work lies within the short haul zone.

There can be no question as to the accuracy of these figures, as they are taken directly from the books of large companies that have exact cost records.

These differences, which are on the lightest type

of vehicle, are much greater on vehicles having a capacity of 2, 3, 4, 5 tons or over. Harry N. Taylor, president of the United States Trucking Company, asserts that it costs 2 cents per minute to keep a pair of horses and truck on the street, while it costs 6 cents per minute to keep a motor truck of similar capacity going.

It is obvious, concludes Secretary Dinsmore, that where there is much stopping and starting, heavy traffic, or waiting at docks or depots, cost being what it is, that the horse truck is the most economical.

WARNS FEED REGISTRANTS

Feed control officials are continually complaining, it is reported, that many feed manufacturers are extremely careless in preparing their applications for feed registrations. Now that the time approaches for renewal of papers for 1926, L. F. Brown, secretary of the American Feed Manufacturers' Association, has issued this warning on the subject: "It is absolutely imperative that the information appearing in application for registration, be identical in every respect with the information appearing on label of the feedingstuffs for which registration is requested." Carelessness, the secretary declares, frequently results in the imposition of a fine for violation of the law. The payment of this fine and the unpleasantness resulting, may be avoided if the above suggestions are followed.

NEW FEED BRANDS

"HARPERS" table meal, choice grits, and hominy feed. Boney & Harper Milling Company, Inc., Wilmington, N. C. Filed August 22, 1925. Serial No. 219,220. Published November 17, 1925.

"LAY OR BUST" poultry feed. The Park & Polard Company, Boston, Mass. Filed September 26, 1925. Serial No. 220,862. Published November 24, 1925.

"LARRO" poultry feed. The Larrowe Milling

feed, dairy feed and wheat flour. Black & White Milling Company, East St. Louis, Ill. Filed September 15, 1925. Serial No. 220,284. Published December 1, 1925.

Not Subject to Opposition

"IOWA SIMPLE MINERAL MIXTURE" mineral feed for animals. Raven Mineral Manufacturing Company, Rochelle, Ill., and Council Bluffs, Iowa. Filed June 19, 1924. Serial No. 198,822. Published and registered November 3, 1925.

"NOKORN" chick food. The Crete Mills, Crete, Neb. Filed September 3, 1925. Serial No. 219,728. Published and registered November 24, 1925.

"IT PAYS TO FEED THE BEST" prepared stock feed. Moorman Manufacturing Company, Quincy, Ill. Filed August 19, 1925. Serial No. 219,080. Published and registered November 24, 1925.

Trademarks Registered

206,097. Poultry food. The American Agricultural Chemical Company, New York, N. Y. Filed June 6, 1925. Serial No. 215,395. Published September 8, 1925. Registered November 24, 1925.

206,452. Wheat flour, cornmeal, corn chop, mixed feed, grits and poultry feeds. Staley Milling Company, North Kansas City, Mo. Filed July 20, 1925. Serial No. 217,645. Published September 22, 1925. Registered December 1, 1925.

OAT PRICES ANALYZED

The market price of oats, like the prices of all other farm products, changes from year to year, season to season, month to month, and day to day. It is everywhere conceded that these price changes are caused by changes in supply and demand, but the general phrase "supply and demand" furnishes no precise explanation of variations in price. A detailed study is necessary to define the supply, locate the demand, and furnish quantitative measures of the influence of the various price-making forces.



Company, Detroit, Mich. Filed September 12, 1925. Serial No. 220,197. Published November 24, 1925.

"LARRO" poultry feed. The Larrowe Milling Company, Detroit, Mich. Filed September 12, 1925. Serial No. 220,195. Published November 24, 1925.

"LARRO" poultry feed. The Larrowe Milling Company, Detroit, Mich. Filed September 12, 1925. Serial No. 220,196. Published November 24, 1925.

"I. F. B. PAIL FILLER" dairy feed. American Milling Company, Peoria, Ill. Filed July 31, 1925. Serial No. 218,151. Published November 24, 1925.

"WCCO" stock and poultry feed. Washburn Crosby Company, Minneapolis, Minn. Filed October 5, 1925. Serial No. 221,195. Published December 1, 1925.

"WINGOLD" stock feeds, etc. Bay State Milling Company, Winona, Minn. Filed October 5, 1925. Serial No. 221,229. Published December 1, 1925.

"ALWAYS AHEAD" cereals and cereal products intended for use as food or feeds, namely, laying mash, starting mash, growing mash, chick feed, scratch feed, stock feed, particularly horse and mule

Such a study has been made and the results of it published in United States Department of Agriculture Bulletin No. 1351. The trend of oats quotations over a long period of years is examined and an estimating equation then worked out for use in determining the future price of the grain.

The study shows that in the production of oats in the United States for 30 years or more preceding the World War the trend of production has been steadily upward, reaching its peak in 1917 with a production of 1,593 million bushels. Since 1917 the production has slightly declined, the 1923 figure being 1,300 million bushels. Practically all of the oats produced in this country are consumed here. In the pre-war period, 1909 to 1913, the exports of oats from the United States averaged not quite 1 per cent of the crop, and imports were less. During the war an abnormal foreign demand increased our exports, but since the war they have returned to their former low figures. Charts are used freely to illustrate the statistical statements. A comparative study of wheat prices is also included.

ASSOCIATIONS

FALL MEETING OF OHIO GRAIN DEALERS

On November 20 the Ohio Grain Dealers Association held its annual fall meeting at the new Neil House, in Columbus, with President S. L. Rice in the chair. He said in opening the meeting that the subject of chief interest would be the new corn crop and how it was to be handled. "Corn is moving slowly to the driers," he said, "premiums are being paid for good quality grain at the terminal markets. The demand is fair and what we need most is colder, drier weather to condition this new corn for shipment."

H. G. Pollock, Middlepoint, then addressed the meeting and said that in Van Wert County about 95 per cent of the corn, would be merchantable, "though the moisture is no less than two weeks ago." He said the yield was running 50 to 75 bushels per acre. "One unusual thing about this season," he said, "is that where I've previously shipped ear corn, I am now receiving offers to sell. Just a few days ago one of my former good ear corn customers called me up and wanted to sell me 5,000 bushels."

Corn was also reported in a favorable condition by C. E. Groce of Circleville, who added that wheat was also fair. Among the others who spoke on the subject were C. T. Pierce, Middlepoint, "Uncle Joe" McCord of Columbus, John Motz of Brice, E. O. Teegarden of Duval, J. J. Rammacher of the Eastern Grain Mill & Elevator Corporation, Buffalo, and F. E. Watkins of Cleveland. "We have found that out of 24 cars received at Mansfield," said Mr. Watkins, "four were heating and three were hot and sour on arrival. Out of 41 received at Cleveland, seven arrived heating and four hot and sour."

Luncheon was served at the Neil House, and entertainment was provided. The principal speaker was Dr. D. F. Rittenhouse of Columbus.

The afternoon session was opened with some remarks by E. C. Eikenberry of Hamilton, who was followed by E. T. Custerborder of Sidney. E. E. McConnell of the McConnell Grain Corporation, Buffalo, said that Mr. Watkins and Mr. Rammacher had already covered the terminal market situation, and added, "We are using caution in the purchasing of new corn. Within 10 or 12 days we are likely to see as much as 10 cents difference in premium offers." Among the other well known grain men who attended the fall meeting were J. A. Streicher of J. F. Zahm & Co., Toledo, and H. F. Nesper of Southworth & Co., Toledo.

NEBRASKA FARMER MANAGERS MEET

The Nebraska Farmers Co-operative Grain & Live Stock State Association and the Farmers Managers Association of Nebraska opened their twenty-third annual convention at the Hotel Rome, Omaha, on November 17. J. C. Canady, president of the state association, opened the meeting and C. D. Sturtevant, president of the Omaha Grain Exchange, welcomed the members.

The Committee on Elections nominated M. L. Crandell of Nebraska City for president, E. P. Hubbard of Juniata for vice-president, E. M. Olds of Dorchester and E. J. Dahneke of Stratton as directors. The meeting was then turned over to President M. L. Crandell of the managers' association.

A number of addresses were made, including one by F. S. Betz on "Better Business Methods," one by J. W. Holmquist, Omaha, on "Smutty Wheat" and "Practical Pointers for the Elevator Operator" by Harry R. Clark, chief inspector of the Omaha Grain Exchange. He said, in part:

A car of wheat with 15 smut balls in 250 grams of wheat is given the grade of "Smutty". For the benefit of those unfamiliar with this system of weights and measures, 250 grams amounts to about two good handfuls. If 10 smut balls are found in 250 grams and the ends of the wheat are not "tagged" or "painted" (which means tipped with black), a smutty grade is not given.

Most shippers suffer a smutty grade on their wheat because they will fill a 100,000-pound capacity car with 80,000 pounds of good wheat they have binned and then try to work off about 20,000 pounds of wheat to fill up the car, thereby getting a grade of "Smutty" on the entire shipment instead of on only 20,000 pounds. The loss suffered needs no explanation, but rather a word of warning. It is far better to save that 20,000 pounds of smutty wheat until enough is brought in to fill a car. If the stuff cannot be peddled off as a chicken feed, it is far better to send an entire car of smutty wheat to market than to infect good wheat with the smutty stuff just for the sake of working it off. The discount suffered in the latter case is far less than in the mixed shipment mentioned. Because crops are wet this year it is necessary to get your moisture tester in condition. Get new rub-

ber corks; get more than two flasks and graduates. Be sure to use "Atlantic Red" oil put out by the Standard Oil Company, in moisture tester. Twenty minutes is the correct length of time for test. The shorter the test, the more the moisture, and vice versa.

The following resolutions were adopted by the convention:

RESOLUTIONS

Railroad Rates, Valuations and Wages

Resolved, that while we recognize that the railroads of the country must have an adequate return on their investment, we also demand that returns be paid only on honest valuations of facilities essential to the efficient transportation of the traffic of our country, and that we as farmers are opposed to paying any return whatever on excessive values or on unnecessary transportation facilities.

Resolved, that we vigorously oppose at this time any increase whatever in freight rates on agricultural products and that we oppose such an increase at any time until such time as the average net income of the producers of agricultural products shall bear a fair relation to the rate of return asked for by railroad investors and the wages received by railroad employees.

Resolved, that we favor such action by Congress as may be necessary to place with the Interstate Commerce Commission the power to carry out a program looking toward the co-ordination of all transportation facilities of the country used in interstate commerce, and giving to the Interstate Commerce Commission control of the services performed by all common carriers of freight and passengers by rail, water or truck and full control over the rates charged by such carriers in interstate commerce.

Tax on Trucks and Busses

Resolved, that we are opposed to any increase in the present tax on gasoline, but that we favor a special license of commercial trucks engaged in the trans-

portation of freight or passengers within the state together with a tax on such trucks of sufficient amount to reasonably assist in the cost of maintaining the roads used by such trucks, to the end that the general taxpayers of the state may be relieved, at least to a reasonable degree, of the total cost of maintaining the improved roads on which the greater portion of the cost of upkeep is caused by the use of such roads by commercial trucks and busses.

State Scale Inspection

Resolved, that we co-operate with the state in maintaining a highly efficient state scale inspection system and that we urge the managers of the elevator companies to report to the association any complaints they may have in regard to the service rendered in order that they may be called to the attention of the state officials and be corrected.

Development of the Missouri River

Resolved, that we favor the development of the Missouri River as a part of a complete development of our inland waterways and that we urge upon the administration at Washington and upon the representative of our state in Congress the most rapid progress in the development possible and practical.

Federate All Farmers Elevator Companies

Resolved, that we recommend the appointment of a committee by our president to confer with the proper representatives of the Farmers Union of Nebraska in an effort to federate all farmers' elevator companies of Nebraska on a plan for marketing grain.

The Omaha exchange was host at a banquet which over 400 members attended. Generous entertainment as well as a profuse menu was provided, and addresses were made by F. C. Bell, newly elected president of the exchange, Secretary J. W. Shorthill of the association, C. D. Sturtevant, H. A. Butler and Governor Adam McMullen of Nebraska.

CONVENTION CALENDAR

December 29-31. Official Seed Analysts Association, Kansas City, Mo.

January 19-21. Iowa Farmers Grain Dealers Association, Des Moines, Iowa.

February 9-11. Illinois Farmers Grain Dealers Association, Peoria, Ill.

TRANSPORTATION

A PROPOSED RAILROAD MERGER

By A. W. WILLIAMS

Prospects of a great railroad system in the South, composed of two great present systems, and their various controlled and connected lines is in prospect, on basis of Wall Street reports of a proposed merger, on which presidents of at least two of the named roads have refused to be interviewed. The reports are very reasonable, and are born out by rapid rise in price of stocks of these lines.

In the rumored merger the Atlantic Coast Line road in the South Atlantic territory; the Louisville & Nashville Railroad, over the South, Nashville, Chattanooga & St. Louis Railroad, and Louisville, Henderson & St. Louis Railroad, would be unified, under one management and operation.

At this time the Atlantic Coast line owns the L. & N., and a number of connecting lines in the Southeast. The L. & N. owns the L. H. & St. L., and many smaller roads in the South. The L. & N., and A. C. L., jointly have a 999-year lease on the Carolina, Clinchfield & Ohio Railroad, and connections are now being surveyed for connecting the L. & N. from southeastern Kentucky to the Clinchfield, giving connection from Louisville over the South Atlantic and to various ports.

TRAFFIC LEAGUE IN ANNUAL MEET

Several hundred members were in attendance at the annual convention of the Industrial League in Chicago, November 18 and 19. Grain claims was one of the subjects discussed. The committee in charge of this branch of the league's work said: "At the request of the chairman of the Transportation Committee of the Grain Dealers National Association, it was decided to hold the matter of trying to modify the rules now governing the settlement of grain loss claims against carriers, in abeyance, your chairman having been advised that a committee of three, appointed at a meeting of that association, held on April 29, would undertake the task assigned to our committee."

"According to the latest advices no agreements have been reached, and while we are pursuing a 'hands off' policy we have by no means lost track of the matter, as one member of our committee is one of the three members of the special committee appointed by the Grain Dealers National Association."

Although the Industrial Traffic League organization embraces every class of business, the grain dealers are fairly well represented on the official boards. J. S. Brown, manager of the Transportation Department of the Chicago Board of Trade, was elected one of the vice-presidents, and represents the Western Trunk Line Territory. On the Board of Directors for the ensuing year the following,

among others, were elected: John L. Bowlus, Milwaukee, Wis.; G. S. Henderson, Baltimore, Md.; C. J. Austin, New York; C. T. Vandover, Minneapolis, Minn., and Chas. Rippin, St. Louis, Mo. Paul M. Ripley, New York was elected president; C. E. Childe, Omaha, vice-president; and C. E. Wilmore, Chicago, treasurer. H. L. Goeman, Mansfield, Ohio, reported to the league on telegraph liability.

I. C. C. LETS B. & M. RAILROAD ABANDON 58 MILES—PLAN TO SUBSTITUTE MOTOR TRUCK OPERATION

The motor truck seems hot on heels of the locomotive in some parts of the East. The Interstate Commerce Commission late last month ruled upon applications of the Boston & Maine Railroad to abandon portions of its New England railroad system, aggregating about 163 miles, and permitted the cessation desired on about 58 miles. On the balance the road must maintain at least experimental operation, with reduced service over some sections.

Though the Boston & Maine has announced it may eventually desire to abandon as much as 1,000 miles of its system, substituting therefore motor truck operation, and has pending several additional applications in addition to those covered by today's ruling, the commission held that as to the major portion of trackage dealt with the service must be maintained.

The finding was that even though operations were unprofitable, loss of service to the public would be too great.

In New Hampshire, the trackage it must continue is the North Weare, New Boston and Keene branch and the Peterborough Railroad, leased line. It may, however, cease operation on Manchester-Milford, Belmont and Bethlehem branches.

TRANSPORTATION SENATORS CONFER

Just before the sixty-ninth Congress convened in Washington, December 7, Senator Watson, chairman of the Senate Interstate Commerce Committee, and Senator Cummins, formerly chairman of the committee, conferred with reference to proposed railroad legislation. After the conference it was said that Senator Cummins would reintroduce his railroad consolidation bill, with some changes, when Congress met in December. Senator Watson indicated that proposed legislation to facilitate railroad consolidations would probably be the only major railroad legislation considered at the coming session. He said the committee, however, might consider changes with respect to the recapture provisions of the Interstate Commerce Act.

FIELD SEEDS

TO THOSE with radios, the A. A. Berry Seed Company of Clarinda, Iowa, needs no introduction, for that company has taken a most effective way of making itself known nationally in the opening of Station KSO, the Berry Broadcasting Station. During the second week of December, the A. A. Berry Seed Company dedicated this station, which was formerly conducted by the Banker's Life of Des Moines, Iowa, under the call letter of WHO, presenting each evening from 7 to 9 o'clock a varied and interesting program. Prizes were offered to those listening in and on December 16, the company will make awards totaling over \$1,000. President J. F. Sinn said, under date of December 9, "I am having an avalanche of mail as well as wires and long distance telephone calls in answer to the dedicatory week's program."

For the benefit of those who have not made connections with the new station, the wave length is 241.8 meters. Programs will be given every noon with the exception of Sunday and every night excepting Saturday, from 7 to 9 o'clock. Orchestra, bands, mixed classical numbers, old fashioned music and jazz will be offered in its programs, and a cordial invitation is given to grain men and seed dealers to tune in and enjoy the broadcasting of the seed company of Clarinda.

The entire broadcasting station is on the third

BROADCASTING from CLARINDA



tion, and just recently came into the seed company's organization.

The others to whom credit is due and is given by the officers are: L. E. Finley, the cashier; Joe Faassen, office manager, in charge of the service department; J. F. McMannama, garden seed fore-

growing localities that it can find. It sells direct to the farmers. The business covers both garden and field seeds, and in the latter the company specializes in Clovers, grasses, forage crops, grains, etc.

In speaking about its service department, the seed company says that it is its policy to analyze every lot of field seed before shipping, making a complete analysis and then putting down its findings on the printed tag, giving the purity, germination, percentage of weed seed, percentage of inert matter and if noxious weed seeds are present, indicating that also on the tag. Mr. Jorgenson, the company's seed analyst, took special training at Washington, D. C., and is well qualified for the work.

An interesting bit of history—starting with only a typewriter and a small quantity of high quality seed corn on a farm 31 years ago and growing into a \$500,000 company, with 200,000 customers, entertaining and telling its story to the entire country through the air. Tune in on KSO sometime yourself.

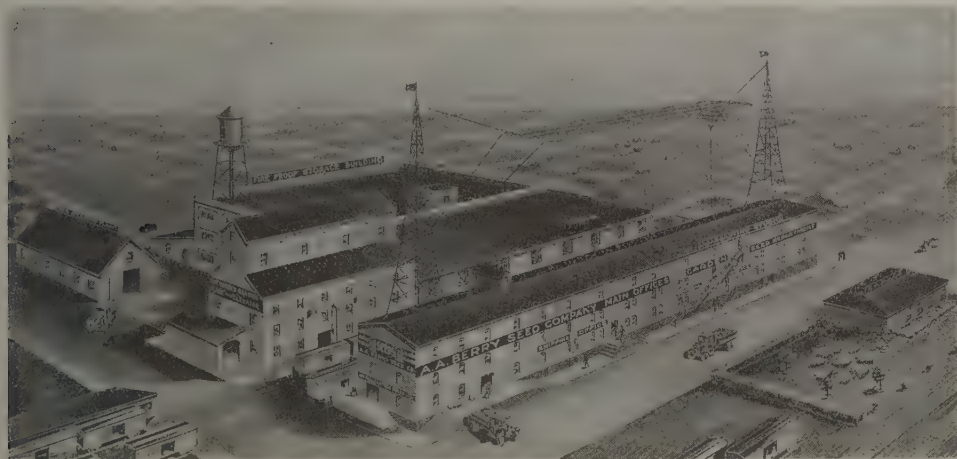
The radio programs which the A. A. Berry Seed Company broadcasts from its station KSO at Clarinda, Iowa, on account of the governmental regulation affecting all broadcasters, cannot contain numbers which bear directly upon the merits of the products which the concern offers for sale. Yet is obvious that there is a substantial publicity value attached to having listeners by the thousand each evening receiving announcements of the company's name in connection with the programs.

SEED ANALYSTS AT KANSAS CITY

There has been some inquiry as to the location of the coming convention of the seed analysts. The Association of Official Seed Analysts of North America has decided upon Kansas City as headquarters for the many delegates expected from all parts of the country. The general camping ground of those attending the convention will be Hotel Savoy, while the meetings are all to be held at the Kansas City Athletic Club.

RED CLOVER AND CROP ROTATION

In the Secretary of Agriculture's Report for 1925, just released, Red Clover is named as "by far the best restorative crop in corn belt rotations." The steady decline of the Red Clover acreage over a long period has adversely affected the yields of all other crops involved in the rotation. For at least 15 years the United States has been a heavy importer of Red Clover seed. Most of it has come from Italy and Southern France. Evidence is accumulating to show that much of this imported seed is not satisfactory for use in America. Co-operative trials which the department has been carrying on with experiment stations in the Middle West have shown that the plants from imported seed are much more likely to winterkill than those from American seed; that they are more susceptible to certain diseases, and that



BIRDSEYE VIEW OF THE A. A. BERRY SEED COMPANY, CLARINDA, IOWA

floor of the office building. The aeriels are shown very clearly in the cut at the head of this story. Adjoining the broadcasting room is a lobby where there is a display of various articles of merchandise. From this lobby, the visitor can get a clear view of the power and control rooms. There is also a reception room for the public, situated between the studio and the power room. Plate glass windows give a full view on all sides and the programs can be heard as they go out on the air.

The seed company is not without history. Thirty one years ago, A. A. Berry, a farmer, conceived the idea of selling the seed corn with which he had been experimenting, resulting in an improved strain. He did this for two years on his farm without even a circular or a catalogue. Then he printed a 16-page circular, and he marks this as his beginning as a full fledged seed dealer.

Mr. Berry's progress was rapid after this, though not without hard and strenuous work, and in 1905 the company was incorporated with J. F. Sinn associated with him as secretary. Mr. Sinn soon became manager of the business and for years now has been the president and manager of this thriving concern, while Mr. Berry assumed the position of chairman of the Board of Directors.

The chairman of the Board and the president and manager of the Berry company realize that, without the close co-operation of everybody associated with it, the company would never have succeeded as it has. So in its regular 1925 seed catalogue it has given a brief sketch of every department head and office in the company.

M. R. Ansbach, the vice-president, was one of the original stockholders and the first vice-president. He settled in Page County in 1868 and was one of the pioneer merchants in Clarinda.

W. S. Potts, the secretary of the seed company, has full charge of the warehousing and the shipping of the field seeds. He has been associated with the company since before its incorporation and has had 25 years' experience in railroad work.

A. M. Abbott, the treasurer, is a farmer by voca-

man; A. R. Gorton, in charge of the corn department; L. C. Jorgenson, seed analyst; Bonnie Bedell, in charge of the mail order department.

The present plant of the company shown in the accompany illustration was built in 1915, and includes a modern elevator and cleaning plant. The



THE KSO BROADCASTING ROOM

main building is 220 feet long, three stories and basement. The first floor is devoted to offices and shipping floor; the basement contains the printing plant and heating system; the third floor is used for storage purposes. After the seed has been thoroughly cleaned and re-cleaned and weighed up in uniform packages it is taken directly to the fire-proof storage building where it is piled awaiting shipment.

The company secures its seeds in the best of the

they often give a smaller crop even when the stand is otherwise apparently satisfactory.

As far as the department investigations have progressed, it is reported that Italian seed is everywhere unsatisfactory and that French and Chilean seed, although giving good yields in some parts, is unsatisfactory in Iowa, Minnesota, and elsewhere where the winters are severe. During the past year there has been a considerable development of

(Continued on Page 398)



EASTERN

The elevator of the Alwater Bradley Corporation has been moved from Genoa to Locke, N. Y. The capacity is 18,000 bushels.

The Key Grain & Feed Company recently incorporated, capitalized at \$50,000 at Keymar, Md., has taken over the elevators at Keymar and Detour with total capacity of 20,000 bushels and 200 tons feed. J. H. Allender is manager of the new company and its property.

The Saskatchewan Co-operative Elevator Company, Ltd., has its new elevator at Buffalo, N. Y., practically completed. The Monarch Engineering Company of Buffalo built the elevator and agreed to have it ready for use by November 15. The company fulfilled its contract. The elevator has a capacity of 1,100,000 bushels bringing the aggregate capacity of the Canadian company to 13,000,000 bushels with 450 elevators.

ILLINOIS

Henry Koppein has bought and is operating the grain elevator at Elroy, Ill.

O. A. Kietzman is manager of the Farmers Elevator at Sandwich, Ill., succeeding R. C. Coy.

The Farmers Grain & Lumber Company of Sycamore, Ill., has completed a modern coal elevator there.

Cole & Schram have built a new elevator at Grand Pass (Pearl p. o.), Ill. Frank Davis is local manager.

The capital stock of the Co-operative Grain Company of Virden, Ill., has been increased from \$16,000 to \$30,000.

The elevator of the Farmers Grain Company of Thawville, Ill., is to be managed by Bridson & Son of Laura, Ill.

E. J. Steele succeeds the late T. J. Rutledge as manager of the Weedman Grain & Coal Company of Weedman, Ill.

The Davis Bros. & Potter have equipped their elevator at Ellis, Ill., with an automatic scale. H. R. Kenyon is manager.

W. M. Magnuson is succeeded as manager of the Farmers Co-operative Elevator Company of Laura, Ill., by H. L. Carter.

An addition is being built to the elevator of the Farmers Elevator Company of Fenton, Ill., which will be used for feed.

H. D. Lukenbill has bought the property of the Farmers Grain Company at Kenney, Ill., for the consideration of \$15,000.

The East Side Elevator at Creston, Ill., has been bought by E. H. Farley of Leland. Mr. Farley has taken charge.

The H. A. Hillmer Company of Freeport, Ill., has covered its grain elevator at Rideout, Ill., with new corrugated iron siding.

Chas. J. Bader has bought an interest in the Eckert & Ray Elevator at Mendota, Ill., and will be associated in the management of the property.

The elevator of T. F. Grady at Mansfield, Ill., has been leased by M. L. DeLaney of Decatur. J. C. Swartz will continue with the new management.

The interests of D. H. Dyer in the Illinois Lumber, Grain & Coal Company at Hoopeston, Ill., have been bought by H. C. Finley, Dexter Crandall, J. E. Borg and others.

Improvements have been made to the elevator of the Kenney Elevator Company of Kenney, Ill., including the installation of new spouting and repairing of the shelter.

The elevator at Lanesville, Ill., formerly conducted by the Lanesville Farmers Grain Company has been leased by the Lewis-Haynes Grain Company. Warren Haynes is in charge of the operations.

The Martinton Grain Company of Martinton, Ill., of which Max D. Pilotte is manager, has put a new roof on its elevator, a new floor in the driveway, installed a new 10-ton Fairbanks Wagon & Truck Scale and a 15-horsepower Fairbanks Electric Motor, replacing the gasoline engine.

The Peoria Elevator Company of Peoria, Ill., has filed a notice of dissolution. Robert S. Turner, W. W. Dewey and Fred W. Mueller have taken over the property, in exchange for all the capital com-

mon stock outstanding. Each has an undivided third interest in the Iowa elevator which the company owned.

George Madden has resigned as manager of the Crescent City Farmers Elevator of Crescent City, Ill. This company is also building a 32x14-foot corn crib just north of its elevator building.

The interest of W. H. Herrin in the Shawneetown (Ill.) Elevator has been taken over by J. P. Fitzgibbon who has been associated with him in the operation of the elevator at Uniontown, Ky.

A new approach has been built to the elevator of the Chatham Farmers Elevator Company of Chatham, Ill., and new cup belt and loading spout installed. George Roher is manager and will be in charge of the property.

The elevator of the Sicily Farmers Grain Company at Sicily (Pawnee p. o.), Ill., has been leased by Otto Young. He will remain in his position with Hight & Cline of Stonington, Ill., having a man in charge at Sicily.

A controlling interest in the Hindsboro, Ill., elevator has been taken over by Wilson Harper who has traded in his farm for it. The deal carried a consideration of \$10,000. Mr. Harper will take charge at once and will operate as the Harper Grain Company. The property was owned by Carlos Wheatley & Son.

SOUTHERN AND SOUTHWESTERN

H. B. Campbell's two elevators at Welch, Okla., have been bought by John Schenk and Earl Russell.

The grain business of the late J. W. Quinn at Sturgis, Ky., is to be conducted by Mr. Quinn's son, W. T. Quinn.

The Forbes Mill & Elevator Company of Archer City, Texas, has changed its name to the Archer Grain Company.

The elevator at Hooker, Okla., is being conducted by J. R. Rich who succeeds the Bidwell Grain Company.

The F. M. Duncan Grain Company's business at Killeen, Texas, has been bought by the Wendland Grain Company of that town.

The capital stock of the Southern Grain & Provision Company of Wilson, N. C., has been increased from \$10,000 to \$50,000.

A new business to be known as the Farmers Grain & Feed Company has been opened at Corsicana, Texas, with J. J. Sullivan in charge of its operations.

Charles McFarland is succeeded as manager of the elevator of the Farmers Co-operative Grain & Supply Company at Breckenridge, Okla., by W. A. Schultz.

Leo Potishman, T. F. West and W. B. Osborne have incorporated at Fort Worth, Texas, as the Farmers Grain Company. The capital stock of the firm is \$5,000.

The elevator and mill of S. G. Ambrister at Blanchard, Okla., which burned, are not to be rebuilt. He has other plants located at Lindsay and Norman, Okla.

Clyde C. Whiteley, J. H. Slade and O. B. Slade have incorporated at Lubbock, Texas, as the Western Grain & Feed Company. The firm is capitalized at \$25,000.

Jesse H. Blaylock is manager of the Shreveport Grain & Elevator Company of Shreveport, La. He was formerly of the Marshall Mill & Elevator Company of Marshall, Texas.

The Cook Elevator Company and T. P. Cook of Memphis, Tenn., have been consolidated. Hereafter the businesses of the two firms will be conducted jointly under one management.

Arthur L. Brooke was elected president of the Southeastern Fair Association recently. He was for some years actively identified with the T. H. Brooke & Co., of Atlanta, Ga., wholesale grain dealers.

J. Perry Burrus, Frank Kell and associates of Dallas, Texas, have let the contract for a 500,000-bushel reinforced concrete elevator at Dallas. The elevator will be operated as an independent unit and will not be connected with the milling units in which Mr. Burrus is interested.

A general grain and seed business is to be conducted at Amarillo, Texas, by the Roberts Grain

& Seed Company organized there by R. L. Roberts and M. C. Roberts. M. C. Roberts, who will be in charge of the wholesale end of the business, resigned as manager of that division of the Kenyon Grain & Seed Company.

The seven-story plant of the Greenville Mill & Elevator Company at Greenville, Texas, has been completed. It will cost \$250,000. It has 28,000 square feet of floor space and the new storage tanks give the company elevator capacity of 200,000 bushels.

THE DAKOTAS

T. W. Tusia is no longer in the grain business at Egan, S. D.

The Seiberz Bros.' elevator at Crandon, S. D., has been closed.

A Magic Grain Dump has been installed in the Elliott Elevator at Rolla, N. D.

A new separator has been installed by the Farmers Elevator at Drayton, N. D.

Business is no longer conducted at Arlington, S. D., for the Atlas Elevator Company.

An up-to-date feed store has been opened at Spencer, S. D., for the Hoese Lueth Grain Company of that town.

Extensive repairs have been made to the elevator of the Farmer Elevator Company of Crooks, S. D.

Geisler McIntire and the Columbia Co-operative Grain Company of Columbia, S. D., have gone out of business.

The Sheyenne Elevator Company of Sheyenne, N. D., is planning on the erection of a new elevator there.

The elevator of the Atlas Elevator Company at Gorman, S. D., has been enlarged with a 2,200-bushel annex.

A grain elevator is to be built at Fort Yates, N. D., for P. J. Jacobson, proprietor of the Benton Packer Company.

A grain dump has been installed in the elevator of the Pacific Grain Company at Aberdeen, S. D. Mr. McLaughlin is manager.

H. H. Ost's elevator at Fredonia, N. D., has been repaired. The Ost company succeeds the G. B. Elevator Company there.

George Dowlin resumed his duties as manager of the Western Terminal Elevator Company at Burbank, S. D., on December 1.

The Farmers Co-operative Company of Blaha, S. D., will retire from business and on December 15 will offer for sale its cribbed elevator of 25,000 bushels' capacity.

The International Elevator Company of Hamlet, N. D., has completed a 25,000-bushel, 12-bin elevator. It will have a 10-ton Fairbanks Scale, with Strong-Scott Dump and 10-horsepower engine.

The elevator of the Bottineau Grain Company of Bottineau, N. D., and the Farmers Elevator have been repaired. O. C. Gorder is manager of the former and Oscar Helgerson is in charge of the latter property.

One of the elevators of the McMillan Elevator Company at Fessenden, N. D., has been dismantled and shipped to Lemert, N. D., where the material will be used in the erection of a new and modern grain elevator.

The Farmers Co-operative Elevator Company, recently incorporated at Tokio, N. D., has taken over the property of the Equity Co-operative Exchange. George J. Cooper is manager of the company. J. M. Anderson, Olaf Birkeland and B. A. Tomlinson are interested in the property.

The Imperial and Lubbeck Elevators have been bought by the International Elevator Company of Omamee, N. D. The Imperial Elevator is being wrecked and shipped to Hamlet. The company repaired the Lubbeck elevator, installed a six-bushel modern automatic scale, a Strong-Scott Air Dump and repaired the annex.

The Hettinger Co-operative Equity Exchange of Hettinger, N. D., has let the contract for a new elevator replacing the one which burned. It has a capacity of 45,000 bushels. Power is to be furnished by individual units, using Fairbanks-Morse enclosed type motors, five in all. Included in equip-

ment are a 10-ton, 16-foot Howe Scale in the driveway, equipped with dump, and 2,000-bushel automatic scale.

OHIO AND MICHIGAN

Roy Billington is in charge of the elevator at Sanford, Mich.

The Farmers Grain Company of Genoa, Ohio, has been equipped with a new Sidney Sheller.

The Napoleon Grain & Stock Company of Napoleon, Ohio, is being managed by G. L. Rothenberg.

The Farmers Elevator of Cedarville, Ohio, has equipped its elevator with a Western Corn Sheller.

A new Sidney Corn Sheller is being installed in the elevator of J. B. Studebaker of New Carlisle, Ohio.

The Farmers Grain & Seed Company of Grelton, Ohio, has installed electric equipment in its elevator.

The elevator of the Farmers Grain Company at Hicksville, Ohio, has been equipped with a new Sidney Sheller.

Thomas Wood of F. J. Wood & Sons has bought the property of the Farmers Co-operative Exchange at London, Ohio.

A new sheller and other equipment are being installed in the elevator of the Sheets Grain Company of Botkins, Ohio.

An addition has been built to the plant of the Carey Co-operative Elevator Company of Carey, Ohio, in a metal corn crib.

A truck dump and new corn sheller, and three new meters have been installed by Everett Early of Lytle (Waynesville p. o.), Ohio.

The elevator at Englewood, Ohio, has been purchased by J. F. Stewart, secretary of the Piqua Milling Company, Dayton, Ohio.

The elevator of Andrew Mohr at DeGraff, Ohio, has been taken over by the DeGraff Hay & Grain Company, which is now operating there.

An addition is being built to the elevator of the Kirkwood Grain Company of Kirkwood, Ohio, and equipment, including a sheller, drag and other machinery, is being installed.

The new elevator of the Cass City Grain Company at Deford, Mich., has been completed, replacing the one which burned. It is operated by electricity and is equipped with a Jay Bee Feed Grinder.

The elevator at Bryan, Ohio, which Raymond P. Lipe recently offered for sale at auction was bid in by H. C. Dachsteiner of West Unity for \$30,000. Mr. Dachsteiner has elevators at West Unity, Ohio, and Waldron, Mich., but will operate his Bryan elevator personally and dispose of the other two houses. Mr. Dachsteiner and his son, Harry, will take charge on January 1. The West Unity elevator has been bought by Riggs & Grisier.

INDIANA

The elevator of the Vincennes Grain Company at Vincennes, Ind., has been shut down.

A certificate of dissolution has been filed by the Coatesville Elevator & Feed Company of Coatesville, Ind.

The L. E. and R. H. Elevators at Argos, Ind., have been leased from W. A. Meloy, the owner, by Herbert B. Fry.

The Kraus & Apfelbaum Elevator at Bremen, Ind., has been equipped with complete corn handling machinery.

A Sidney Combined Sheller and Cleaner has been installed in the elevator of Wolff & Shafer at Lakeville, Ind.

The Lapel Lumber & Grain Company of Lapel, Ind., has installed a Western Sheller. F. M. Vickery is manager.

The Onward Grain Company of Onward, Ind., has installed a cleaner and sheller, and changes are being made in the dumps and drives.

The elevator of Ed Taylor at Montmorenci, Ind., has been sold by him to the Co-operative Elevator Company for a consideration of \$4,000.

All the bids offered for the grain elevator at Lake-ton, Ind., were rejected. The elevator will be operated until an acceptable bid is made.

The Dayton (Ind.) Elevator has been bought by the Mulberry Grain Company of Mulberry, Ind., from J. T. Higgins. Mr. Cooley, formerly of the Mulberry Elevator, will manage the business.

Robert Bell's new 40,000-bushel elevator at Brookston, Ind., has been completed. It is equipped with modern machinery, including complete grinding equipment. It replaces the one which burned in July.

A company has been formed to do a general grain and elevator business at London, Ind. Articles of incorporation have been filed with the secretary of state and the new company will be known as the London Grain Company with a capital stock of \$10,000. The directors are J. Harvey Snider and Jennie M. Snider of Fountaintown, Ind., and Merrill

D. Guild and Lilly K. Guild of Fairland, Ind. Both Mr. Guild and Mr. Snider are experienced in the grain elevator business.

A new 80-horsepower boiler, new feed chains and other improvements are being made to the property of the Dayton Grain Company of Dayton, Ind.

The interest of O. A. Dutches in the Johnston-Harting Elevator at Walton, Ind., has been sold to A. D. Shirley who is managing it under the name of Shirley Bros.

The Farmers Co-operative Grain & Livestock Company, Garrett, Ind., is to change its name to the Farmers Elevator Company. It handles grain, coal and machinery.

A new 20-ton Fairbanks Truck Scale has been installed and the elevator re-roofed by the Co-operative Elevator Company of Rockfield, Ind. Ralph Grace is manager.

The property of the Farmers Co-operative Elevator Company at Speicherville (Wabash p. o.), Ind., has been bought by the Morrow Grain Company of which Howard Morrow is manager.

The elevator and flour mill of the Poseyville Milling Company at Poseyville, Ind., owned by Joseph F. and Joseph L. Schafer, Joseph Diller, and T. J. Fagin, have been bought by the Igleheart Bros., flour millers of Evansville.

MINNESOTA AND WISCONSIN

Business is no longer conducted at Triumph, Minn., by the Watson Grain Company.

The Farmers Elevator Company of Bronson, Minn., has installed new electric motors.

The elevator of the Grand Marsh Lumber Company at Grand Marsh, Wis., has been closed.

A general overhauling has been given to the Farmers Elevator Company's property at Kenneth, Minn.

A 2,000-bushel corn crib has been finished at the Farmers Elevator Company's plant at Revere, Minn.

Walter Apple is succeeded as manager of the Farmers Elevator at Dundee, Minn., by M. McGlinn.

The Gully Farmers Elevator Company of Gully, Minn., has equipped its property with a new motor.

A new dump has been installed in the elevator at Marshall, Minn. It has a capacity of 10,000 bushels.

A new Strong-Scott Dump has been installed in one of the elevators of the Rathlisberger Bros. at Iona, Minn.

O. E. Helling is succeeded by C. F. Kelly as manager of the Farmers Elevator Company at Ash Creek, Minn.

The elevator of the Commander Elevator Company at Waterville, Minn., has been rodded with lightning protectors.

The Bricelyn Farmers Elevator of Bricelyn, Minn., has been equipped with a scale and truck dump. Emil Peterson is manager.

A 15-horsepower Fairbanks self-ventilated electric motor has been installed by the Farmers Co-operative Company of Atwater, Minn.

The elevator, and seed and bean cleaning departments of the F. H. Cochrane Company at Portage, Wis., have been overhauled and improved.

Additional storage of 60,000 bushels has been completed at St. Paul, Minn., for the St. Paul Milling Company. A boiler house and garage has also been built.

Capitalized at \$50,000, the Kearns Elevator Company has been incorporated at Minneapolis, Minn. H. C. Wyman, A. R. Briggs and J. L. Kearns are interested.

The addition to the Monarch Elevator at Florence, Minn., has been completed. It has a capacity of 20,000 bushels and is under the management of A. C. Larson.

Additional storage bins are to be built and additional cleaning equipment installed by the Farmers Elevator Company of Sleepy Eye, Minn. The contract has been let.

New coal sheds have been built for the Degraff Farmers Elevator Company of Degraff, Minn., and a new Howe Scale and truck dump installed. H. W. Peterson is manager.

The interests of Mr. Sandberg in the Sandberg-Roe Company, operating an elevator at St. Hilaire, Minn., Thief River and Crookston, have been bought by Mr. Roe, who is now sole owner.

The new addition to the Commander Elevator at Minneapolis, Minn., has been completed and the first wheat was unloaded into the new tanks on November 30. The addition has a capacity of 550,000 bushels and increased the elevator's total capacity to 1,750,000 bushels.

The malting house and grain storage of the Minneapolis Brewing Company at Minneapolis have been sought by the Fleischmann Malting Company. The storage consists of concrete grain tanks with

capacity of 1,800,000 bushels. Its malting house will be used by the Fleischmann interests. It will have a capacity of from 1,500 to 2,000 pounds daily.

The late Matt Sternweis is succeeded by H. Ebbe as manager of the Farmers Produce Company of Marshfield, Wis. He is enlarging the office and building and erecting an addition to the warehouse which will double the capacity.

WESTERN

Business has been started at Holtville, Calif., by the Holmes Bros. Feed & Grain Store.

New machinery has been installed in the plant of the Union Grain Company at McCammon, Idaho.

The Floweree Farmers Elevator Company of Floweree, Mont., is succeeded there by the Greely Elevator Company. H. W. Walker is agent.

The Pease Grain Company of Seattle, Wash., has gone out of business. J. A. Pease has become manager of the grain department of Logan & Bryan's Seattle branch.

The elevator at Whitefish, Mont., formerly owned by Berry & Bruyer, has been bought by J. A. Larson. He will make a specialty of feedstuffs and grinding for the present.

The International Elevator Company, the Montana Emporium Company, and the St. Anthony & Dakota Elevator Company at Dunkirk, Mont., have closed their elevators there.

A partnership has been formed at Fort Morgan, Colo., by B. H. McConnell and C. B. Yost as the McConnell-Yost Feed & Bean Company. They will conduct a grain and supply business. Mr. McConnell was manager of the Farmers Co-operative Grain & Supply Company for six years.

A new elevator is being built at Glentana, Mont., for the Northern Grain Company, which maintains headquarters at Scobey. The company plans to build at Opheim next summer and will then have houses at Scobey, Flaxville, Opheim, Glentana and Peerless. The elevator at Peerless has just been completed with Thomas Lillethun as manager.

IOWA

The Farmers Elevator at Strahan, Iowa, which burned, is to be rebuilt.

An addition has been completed at the Farmers Elevator at Dike, Iowa.

The Farmers Elevator at Pilot Mound, Iowa, is to be rebuilt. It toppled over recently.

The office of the Modale Farmers Elevator Company of Modale, Iowa, is being enlarged and a new safe is being installed.

Lightning rods have been installed in the elevator of the Kunz Grain Company at Galbraith (Luverne p. o.), Iowa.

The A. M. Nelson Elevators at Manson, Iowa, has been purchased by E. W. Davis of Galesburg, Ill., of Davis Bros. & Potter.

An automatic coal conveyor for unloading coal has been installed by the Farmers Elevator Company of Plainfield, Iowa.

Elevators are to be built at Chariton and Russell, Iowa, for the Eikenberry Bros. Both will be equipped with feed grinders.

The Allerton Grain & Coal Company at Allerton, Iowa, is succeeded by C. H. Huston. The Allerton company was dissolved last April.

The elevator of the Farmers Co-operative Exchange at Shenandoah, Iowa, has been overhauled and equipped with a new manlift.

The management of the grain elevator of Gund Sien & Co., at Wiota, Iowa, has been taken over by F. P. Walters. He succeeds E. M. Kellogg.

The Farmers Elevator Company of Whittemore, Iowa, has remodeled its office and will install an attrition mill soon. A. W. Alt is manager.

The seed and grain business of J. J. Miller at Pulaski, Iowa, has been taken over by Lesley E. Lindsay. Mr. Miller has retired from business.

George Schissel of Royal has bought the Hocum Elevator at Varina, Iowa, formerly owned by the Hocum Bros., with plants at Varina and Newell.

The Good Bros., of Hamburg have bought the Van Buskirk Elevator at Anderson, Iowa. They also bought the W. F. Otte Elevator there recently.

The elevator of J. M. Rowe at Orchard, Iowa, has been sold to the Farmers Co-operative Supply Company, which is under the management of F. Z. Hale.

The Farmers Elevator Company of Marion, Iowa, has made arrangements for the installation of an ear corn crusher and the making of other improvements.

The Farmers Elevator Company of Blencoe, Iowa, has bought all the local holdings of the Nye-Schneider-Jenks Company, including elevator, lumber yards and stockyards for the consideration of \$8,000. It will take charge on January 1.

A new elevator is to be built at Lakewood (Rock Rapids), Iowa, for the Lakewood Elevator Company, replacing the one which burned in October.

It will be smaller than the one which burned, but will be equipped with modern facilities which will have practically the same handling capacity.

The elevator of the Independent Grain & Lumber Company at Cartersville, Iowa, has been leased by the Cartersville Supply Company. Chris Adams is manager.

An office has been opened at Marshalltown, Iowa, by the Start-Johann Grain Company, with Mr. Start in charge. The Perry office of the firm has been discontinued.

The Portland Co-operative Company of Portland, Iowa, has completed a modern elevator taking the place of the one which burned a year ago. S. C. Hill is manager.

The elevator at Sac City, Iowa, has been sold by the Independent Farmers Elevator Company which also has a property at Nemaha, Iowa, which it will continue to operate.

Extensive repairs have been made to the elevator of the Osage Co-operative Grain & Supply Company at Osage, Iowa, which was damaged by fire several months ago.

The management of the Farmers Co-operative Elevator Company at Anita, Iowa, is in the hands of E. M. Kellogg, formerly of Wiota. He succeeds F. C. Chinn, who resigned.

The contract has been let by Wood Batson for the erection of a grain elevator at Spencer, Iowa, to take care of the business of the Spencer Pop Corn Company. Feed grinding equipment will also be included in the new building.

MISSOURI, KANSAS AND NEBRASKA

E. A. Smith has completed a 10,000-bushel elevator at Ogallala, Neb.

J. W. Ling is manager of the Farmers Elevator Company at Beeler, Kan.

Alex Carlsson is manager of the Latta Grain Company of Ceresco, Neb.

The new elevator of Lindstrom & Erickson at Sacramento, Neb., has been completed.

The Regle Bros. of Cottonwood Falls, have bought the Farmers Elevator at Halls Summit, Kan.

The property of the J. W. Anderson Grain Company at Hildreth, Neb., has been shut down.

The elevator and business of the Farmers Elevator Company at Plattsmouth, Neb., are to be sold.

Charles J. Kovar is succeeded as manager of the Farmers Grain Company of Garland, Neb., by W. C. Gots.

Schwartz & Van Camp's elevator at Winnetoon, Neb., has been sold to Seth Jones. It is being torn down.

The office of the Lathrop-Marshall Grain Company at Oberlin, Kan., is being managed by C. B. Keplogle.

The elevator of the Latta Grain Company at Tekamah, Neb., is to be reopened with F. E. Reinert in charge.

The elevator of the Spalding Farmers Elevator Company at Spalding, Neb., has been covered with iron siding.

The Farmers Elevator at Buhler, Kan., has been equipped with a 10-ton Howe Truck Scale. P. T. Nichol is manager.

The elevator of the Farmers Union Co-operative Association at Summerfield, Kan., is to be managed by M. F. Flanagan.

Mr. Bennet of Lenora, Kan., has bought the elevator at Corning, Kan., and will be run by Mr. Courter of Wetmore.

The grain elevator at Crookston, Neb., recently completed, is to be managed by Owen Eaton, formerly of Burke, S. D.

Business operations have been started again in the Bailey Elevator at Baileyville, Kan., which shut down last spring.

A. W. Dickson has leased the C. N. Bunds Elevator at Wetmore, Kan., now owned by William Reckaway of Girard, Kan.

The Brubaker Elevator at Holton, Kan., has been leased by the Salina Produce Company and H. W. Kuehert has been placed in charge.

The McCaull-Webster Elevator at Obert, Neb., has been rented by J. W. Cooper & Son. They are again buying livestock and grain.

The plant and store of the Crowell Lumber & Grain Company at Lindsay, Neb., has been bought by the Farmers Elevator Association.

The business of the Rover Elevator Company, Florence, Kan., has been bought and the elevator leased by the Kansas Flour Mills Company.

Frank F. Allbritten has taken over the Ratcliffe Elevator at Cunningham, Kan., formerly operated by him. He will operate it as the Allbritten Grain Company.

The stock and property of the Crowell Lumber & Grain Company at Clarkson, Neb., have been bought by the Nye-Schneider-Jenks Company and

the Farmers Elevator Association. In this deal the Crowell company comes into possession of the Nye-Schneider-Jenks property at Newman Grove.

Operations have been resumed in the Farmers Mill and Elevator at Elm Creek, Neb. H. A. Bedman bought the property a short time ago at a sheriff's sale.

F. L. Bedell is to enter the grain elevator business at Martin City, Mo. He was formerly with the Bruce Bros. Grain Company, but resigned his position there.

The Webster Elevator at Stockton (Fairplay p. o.), Mo., and the scales and office building of the Biggs Grain Company have been bought by O. C. Finch of Lamar.

After being closed for two years, the Brubaker Elevator at Holton, Kan., has been opened for business by the Salina Produce Company. H. W. Kucker is manager.

Gifford Bros. have bought the old Duff Grain Company's elevator at Morrowville, Kan., and have taken possession. They also operate an elevator at Jamestown.

The Farmers Co-operative Elevator & Warehouse Association of St. Clair, Mo., has equipped its elevator with grinding equipment. A two-story addition was recently built.

D. K. Baty has bought the 120,000-bushel elevator and grain business of O. T. Wilson at Plains, Kan., known as the Wilson Land & Grain Company. He takes possession on January 1.

Work has been practically completed on the new steel covered, electrically operated elevator of the Farmers Grain & Supply Company at North Loup, Neb. O. R. Hill is in charge.

The Farmers Elevator Company of Bunceton, Mo., is erecting a new office building. It will be 20x40 feet, divided into two sections, one for general office and the other for additional storage room.

The articles of incorporation of the T. B. Hord Grain Company operating at Central City, Neb., have been amended making the capital stock of the firm \$750,000, \$250,000 of which shall be preferred stock and \$500,000 common.

A. J. Schoenfeld's two elevators at Davenport, Neb., have been taken over by H. H. Thurman. The east elevator was formerly the property of the Farmers Shipping Association and the west elevator belonged to the Shannon Grain Company.

The Vickers Grain & Seed Company which operates at Liberal, Kan., has changed its name to and will operate as Vickers & Salley. The company has bought an elevator at Haynes, Kan., and expects to build a small elevator at Milner, Kan.

The elevator at Chalco, Neb., formerly the property of the Duff Grain Company, has been bought by F. G. Kellogg of South Omaha. The Duff elevator at Danbury, Neb., has been bought by E. F. Irvin; that at Memphis (Cuba p. o.), Neb., by A. L. Clouse; Lebanon, Neb., by Fred Redtfeldt; Haworth, by J. A. Pugh.

CANADA

H. S. Sculthorp & Son, Ltd., have been incorporated at Toronto, Ont., to conduct the business of H. Sculthorp & Son at Port Hope, Ont., whose as-

sets were taken over by Morrow & Co., of which A. S. Morrow is president. One of the warehouses is located at Toronto, while the bean cleaning elevators are at Tottenham and Dashwood, Ont.

The Vancouver Terminal Grain Company, Ltd., of Vancouver, B. C., has overhauled its grain elevator and is installing new spouts.

The Ellison Milling Company of Lethbridge, Alta., has commenced the construction of the first unit of a 1,000,000-bushel elevator.

The new 500,000-bushel elevator at Vancouver, B. C., is to be put into operation by the Columbia Grain & Elevator Company within the next few months.

The new 1,500,000-bushel Government Elevator at Prince Rupert, B. C., has been put into operation. The 600,000-bushel Government Elevator at Halifax, N. S., has been open since the last of November.

Construction will commence at once on three 30,000-bushel grain elevators for the Alberta Wheat Pool at Esther, Hackett and Willenhall. The three elevators of the Alberta Wheat Pool at Esterm, Sedalia and Leo are nearing completion.

Hugh M. Scott, who has been operating a grain and hay business at Montreal under his own name, has changed it to Hugh M. Scott & Co., although there is no change in the management and Mr. Scott will continue to give his undivided attention to this business.

The stockholders of the United Grain Growers of Winnipeg have decided not to sell their elevator system to the wheat pool but have signified their willingness to co-operate in grain handling and storage. The Grain Growers have more than 300 elevators in Manitoba.

A terminal elevator of 1,000,000 bushels' capacity is to be built at Vancouver, B. C., for the Banner Grain Company of Edmonton, Alta., if concessions of a free site and exemption from taxation for 10 years are given their plant. Otherwise they will build either at Victoria, B. C., or New Westminster, B. C.

J. A. Maharg, president, and F. W. Riddle, general manager of the Saskatchewan Co-operative Elevator Company, Regina, Sask., made a recent trip to Vancouver to arrange for the erection of a terminal elevator on the Pacific Coast. The recent reduction in railway rates from the prairies to the Pacific has changed the regular outlet from the Great Lakes to the Pacific Coast for many Alberta wheat growers.

The Saskatchewan Wheat Pool will negotiate for the purchase of the Saskatchewan Co-operative Elevator Company's country elevator system and equipment at a price to be fixed by arbitration. It is also proposed to offer to lease the terminal elevator system of the company with an option to purchase at a price fixed by arbitration. In the event of the negotiations proving unsuccessful the pool directors are authorized to acquire by purchase or construction country elevators and the necessary terminal space for the handling of pool grain within the limit of the estimated elevator deductions under the present pool contract. At present out of the first year's operation the pool has an elevator reserve fund of \$958,238.

HAY, STRAW AND FEED

A new feed store has been opened at Palmetto, Fla., by Frances Edwards.

A feed and flour store has been opened at Bellwood, Neb., by C. C. Burch.

M. Melrose has bought the feed and flour store of Frank Melrose at Fordyce, Neb.

An addition has been built to the feed store of William Frank at Jefferson, Wis.

The Farmers Equity Exchange has built a new feed and flour house at Bristol, S. D.

An attrition mill has been installed by Burt & Jones in their elevator at Estherville, Iowa.

A feed mill has been installed by the Culver Farmers Co-operative Society of Athens, Iowa.

An attrition mill has been installed by the Farmers Elevator Company of Fenton, Iowa.

A new feed mill is being installed by the Independent Elevator Company of Douglas, Minn.

The feed store at Park Rapids, Minn., has been bought from R. B. Wilhelm by Lawrence Tibbetts.

The Farmers Elevator Company of Williamsfield, Ill., has completed a new coal shed and feed house.

Provision is being made for stocking feed for livestock of the Fontana Farms Company of Fontana, Calif., in the erection of a new grain elevator

and warehouses at Declez. An electric grinder and feed mixer are also being installed.

A No. 3 Standard Jay Bee Mill has been installed by the Western Elevator Company of Appleton, Wis.

A new place of business is being operated by the Findlay Feed & Fuel Company of Pomona, Calif.

A No. 2 Jay Bee Hammer Mill has been installed in the elevator of Stafford & Murray at Medford, Ind.

The Motz-Cook Grain Company of Brice, Ohio, has installed a Bauer 24-inch motor driven attrition mill.

H. S. Cruikshank of Tecumseh, Mich., has equipped his elevator with a six-ton Alfalfa mill of Gruendler make.

A feed grinding mill is to be installed by the Farmers Co-operative Elevator Company of Thompson, Iowa.

A feed grinding unit has been bought by M. F. Arnold, owner of a flour and feed business at Butler, Mo., which he will operate in connection with his business.

The Enterprise Feed & Milling Company has been incorporated at Raleigh, S. C., with capital stock of \$50,000. Hubert Ramsaur and Mrs. Hubert Ram-

saeur, both of Raleigh and H. W. Ford of Savannah, Ga., are interested.

A feed mill has been installed by Charles W. Dodge & Son of Holcombe, Wis., in connection with their store.

A new feed house has been bought by the Farmers Exchange at Waverly, Iowa. C. B. Hennings is manager.

A mill, electrically operated, for grinding feed is to be installed by the Farmers Elevator Company of Thompson, Iowa.

An attrition mill, furnished by the Weaver Company has been installed in the Farmers Elevator at Bigelow, Minn.

The West Side Feed Company of Erie, Pa., has bought a tract of land upon which it will build a new grain elevator.

A new store has been opened at Selma, N. C., by the Roberts Feed & Grocery Company. Walter L. Roberts is manager.

A 20-inch Bauer Ball Bearing Attrition Mill has been installed in the plant of R. P. Barrett & Son at Wilmington, Ohio.

The Bryant & Palmer Feed Store has been opened at Centerville, Iowa. The company handles all kinds of feed and flour.

A feed grinder and 50-horsepower, Fairbanks Motor have been installed by the Farmers Elevator Company of Craig, Iowa.

A complete line of feed, flour and mill supplies is to be handled by the Flambeau River Lumber Company of Ladysmith, Wis.

H. W. Bragg has sold his feed store at Oroville, Wash., to Roscoe B. Smith, manager of the Wolson Union Elevator Company.

A feed and seed store has been opened at Waco, Texas, by the Clement Grain Company under the management of W. C. Davis.

The elevator of the Farmers Co-operative Association of Boyden, Iowa, has been equipped with a 30-inch Munson Attrition Mill.

A 22-inch Bauer Ball Bearing Attrition Mill has been installed in the elevator of the Antwerp Equity Exchange of Antwerp, Ohio.

A feed grinder, portable coal conveyor and truck have been installed by the U. S. Commission Company of Upper Sandusky, Ohio.

A new feed store has been opened at Moultrie, Ga., as the Moultrie Feed Company. The company will handle the Purina line of feeds.

A feed and flour store has been opened in connection with the general merchandise business of Noah Bryan at Marshall, Ark.

The Farmers Elevator at Clutier, Iowa, owned by George Hora and Oliver Juva is to be equipped with a large feed grinding outfit.

The Freeman-Bain Company's plant at Aberdeen, S. D., has been equipped with a motor driven whirl beater feed grinder of Gruendler make.

A feed warehouse of eight to ten cars' capacity and equipped with a feed grinder is being erected at Anna, Ohio, for the Farmers Exchange.

A No. 3 Whirl Beater Feed Grinder of Gruendler make has been installed in the plant of the Gratz Grain & Milling Company of Norvell, Mich.

The feed store of James Hewitt at Ashtabula, Ohio, has been sold by him to the Kelley Feed & Grain Company which has a mill in that town.

The Whitesell-Stockstill Produce & Feed Company of El Dorado Springs, Mo., has opened a new feed store and is carrying a complete line of flour and feed.

The Independent Elevator Company of Douglas, Minn., has installed a new feed mill. The power of the elevator is increased by a 30-horsepower engine.

A line of seeds has been added to the feed line of the Mt. McKay Feed Company, Ltd., of West Fort William, Ont., and a field seed business will also be handled.

A Jay Bee Hammer Mill has been bought by M. F. Arnold of Butler, Mo., who has been conducting a feed and flour store. He will grind corn, oats and feed.

A feed grinder is being installed by the Williamsburg Co-operative Association of Williamsburg, Ind., and the power in the plant changed from gas to electric.

The feed warehouse of Al Boston at Bowling Green, Mo., has been improved with an addition. He plans to erect a building for a hay and straw warehouse.

An attrition mill has been installed in the elevator of the Farmers Elevator Company at Worthington, Minn. The Weaver Company of Minneapolis furnished the mill.

Carl Olson of Cass Lake has bought the potato warehouse of the Alexandria Farmers organization at Alexandria, Minn., and will conduct a feed, potato and flour business.

The R. E. Page Company has been incorporated

at Chicago, Ill., to deal in feed ingredients and concentrates. The firm is capitalized at \$20,000. Maurice Abrams, Louis Glass and Robert E. Page are interested.

An additional warehouse is to be built at Baltimore, Md., for the Baltimore Feed & Seed Company of Baltimore, Md. A site has been bought for the new property.

A hammer feed mill is being installed by the Clark-Brown Grain Company of Paton, Iowa. The east part of the elevator has been remodeled into an up-to-date grist mill.

A hay business is to be conducted at Kansas City, by R. B. Shofstall formerly connected with Dyer & Co. He has opened an office at 725 Livestock Ex-

change Building and will operate as the Shofstall Hay Company.

The Baxter Feed & Mule Company of Baxter Springs, Kan., has changed its name to the Baxter Feed & Fuel Company. Hartley & Gaines sold the property to T. A. Godfrey.

The new hay warehouse of the Gillespie Clark Hay Company at Memphis, Tenn., is to be ready for occupation by December 15. It will have a capacity of 150 cars of hay and feedstuffs.

The feed jobbing business of C. C. Johnson at Minneapolis, Minn., is to be discontinued on December 31. Mr. Johnson will, at that time, take charge of the feed and traffic departments of the Hallet & Carey Company.

FIRES-CASUALTIES

Monrovia, Calif.—Fire destroyed the Glesby Grain & Milling Company's feed mill.

New Berlin, Ill.—The Farmers Elevator here was destroyed by fire with a loss of \$25,000.

Lodi, Ohio.—The frame warehouse of V. A. Homan, together with 300 tons of baled hay, was burned.

Harmony Grove, Md.—The grain warehouse of D. C. Ramsburg & Son was destroyed with a loss of \$30,000.

Bethune, Colo.—Fire on November 11 destroyed the property of the Farmers Elevator Company with a loss of \$5,000.

Canton, Texas.—Slight damage was done to the property of the McReynolds Grain Company by fire in the elevating machinery.

Kamper (p. o. Seneca), Kan.—Fire destroyed the elevator owned by Barney Tangemen. It had not been in operation for some time.

Roscoe (Burbank p. o.), Calif.—Fire destroyed the Roscoe Feed Store owned by R. Abrate. The stock was partly covered by insurance.

Ross, N. D.—Fire on November 7 destroyed the Independent Elevator of W. J. Hannah. Insurance of \$9,500 was carried on the property.

Manitowoc, Wis.—Fire destroyed the offices and elevator of the Bartlett Frazier Co. at Manitowoc. The fire started from an overheated furnace.

Birmingham, Ala.—Fire damaged to the extent of \$150,000 the warehouse of the Sunny South Grain Company. Insurance covers 80 per cent of the loss.

Dunkirk, N. Y.—The office, warehouse and sales department of the Dunkirk Seed Company burned on November 18 with a loss of \$150,000. R. W.

and D. S. Wright of Dunkirk are the owners of the property. The loss is partly covered by insurance. The company will rebuild immediately.

Roxana (Spring Valley p. o.), Ohio.—Fire destroyed the Farmers Grain Exchange, together with grain and machinery. Clarence McKay is president of the company.

Malden, Mass.—On December 6, fire damaged the property of the Malden Grain Company with a loss of \$10,000. A short circuit is believed to have caused the fire.

Rock Hill, S. C.—The Hinson Feed Company's property here was partly destroyed by fire on November 11 with a loss of \$1,000. This loss is partly covered by insurance.

Havens (Fremont p. o.), Ohio.—Fire destroyed the elevator of I. L. Shaw & Co., on November 26. The business will be conducted through Ash, Shaw Company at Cygnet, Ohio.

Binghamton, Tenn.—Fire destroyed with a loss of about \$150,000, the elevator and property of the Mississippi Valley Grain Company. Plans for rebuilding have not been completed.

Sylvester, Ga.—The grain elevator and peanut mill of the Sylvester Milling Company was destroyed by fire. The loss amounted to from \$15,000 to \$20,000 with \$10,000 insurance.

Olean, Mo.—Fire destroyed the elevator of W. J. Hahn & Co., with a carload of wheat, two carloads of flour and feed on November 3. The loss was \$9,000, mostly covered by insurance.

Washington Court House, Ohio.—Fire on November 17, destroyed the grain elevator of the Fayette Grain Company. In the elevator were 7,500 bushels of grain and seed. The loss amounted to \$46,000.

OBITUARY

ANDERSON.—W. T. Anderson died aged 83 years at Columbia, Mo. He was formerly a grain merchant in St. Louis and was president of the Merchants Exchange. He was founder and president of W. T. Anderson & Co., and later was president of the United Elevator Company.

BEATTY.—James Albert Beatty died at Wichita, Kan., aged 51 years. He was a prominent grain dealer.

BERGER.—John C. Berger died at his home in Ft. Branch, Ind., on November 24, from an internal hemorrhage caused by an automobile accident. He was proprietor of the Berger Seed Company of Princeton, Ind. His widow survives him. He was 42 years old.

BUHMAN.—William A. Buhman died aged 49 years on November 11 at his home in Atchison, Kan. He was a veteran salesman for the Mangelsdorf Seed Company of Atchison. He had been with this firm for 25 years.

EROTH.—Sam Eroth died after a minor operation at Wichita, Kan. He had been engaged in the grain business at Lyons, Kan.

EVILSIZOR.—Alpha Evilsizor, a grain dealer of Tremont City, Ohio, died from injuries received when he was struck in the head by a coal chute.

HARLOW.—Frank Harlow died on November 28. He was a grain broker and member of the Chicago Board of Trade for 42 years. His widow and one son survive.

JOHNSON.—George S. Johnson died on November 29 after a long illness. He was a member of the G. S. Johnson Company, large jobbers in feed and flour at Davenport, Iowa.

LAMY.—George P. Lamy, head of the Lamy Service Company, grain service bureau of St. Louis, Mo., died recently. He was the brother of C. O. Lamy, president of the J. H. Teasdale Commission Company of St. Louis and Jo Lamy of the Lamy Grain Company of Chicago.

LOECHNER.—Charles Loechner, head of the wholesale garden seed firm of Loechner & Co., Inc., died early in December, at the age of 65 years.

LOMBARD.—John W. P. Lombard, a member of the Milwaukee Chamber of Commerce since 1892, died at his home in Milwaukee on November 15. He was the president of the National Exchange Bank there.

MCLEAN.—James M. McLean, for 33 years a trader on the Chicago Board of Trade, dropped dead at the entrance to his home in Chicago on December 9. He was first a messenger on the Board of Trade. That was in 1890; two years later he became a member. In 1896 he formed a partnership with John C. Wood.

OXLEY.—On November 10, John T. Oxley of the Morris Grain Company of Morris, Ill., was struck by a train and killed. His widow and three children survive him.

PRASSER.—George Prasser, an assistant weigher for the Chamber of Commerce at Milwaukee, Wis., died suddenly on November 19.

ROOKE.—William A. Rooke died on December 3 from pneumonia. He was a well known grain man on the St. Louis Merchants Exchange.

SOUTHWORTH.—James E. Southworth died at home in Cambridge, Mass. He was for years a member of the Boston Exchange. In 1916 he was

manager of the Wheat Export Company and the U. S. Grain Corporation. In 1921 he served as chairman of the Grain Board of the Chamber of Commerce. His widow and son survive.

ROTH.—Sam Roth died recently at Lyons, Kan. Mr. Roth was a veteran grain dealer, formerly of Lorraine.

SEAMANN.—N. Seamann, president of the Seamann-Schilling Company of Adell, Wis., grain dealers and general merchandisers of that place, died aged 68 years.

SOMBART.—Charles A. Sombart died on November 18 at Booneville, Mo., aged 69 years. He was a prominent grain dealer and miller.

SMITH.—James Smith, formerly manager of the Farmers Elevator at Mason City, Iowa, died recently.

SWIFT.—Theodore Swift, who died last month at his home in Detroit, Mich., had reached a place of prominence and respect in the grain trade and the following additional facts concerning his life will be interesting to those who had come to know him, both directly and indirectly. Mr. Swift at the age of 22 years became actively engaged in the grain business, being associated with G. L. McLane

be greatly simplified. Working toward this end, several state universities, through bulletins, are urging farmers to emphasize Red Clover in 1926.

IMPORTS OF FORAGE PLANT SEEDS

The Seed Laboratory of the Bureau of Plant Industry reports the following imports of forage plant seeds permitted entry into the United States under the Seed Importation Act.

Kind of Seed	November		July 1, 1925 to Nov. 30, 1924		July 1, 1924 to Nov. 30, 1923	
	Pounds	1924	Pounds	1925	Pounds	1924
Alfalfa	406,800	629,100	656,800	3,629,300	48,600	255,500
Canada blue grass	5,500	203,600	48,600	3,441,300	3,269,500	274,500
Alsike clover	1,445,000	1,357,400	4,515,600	3,441,300	3,269,500	274,500
Crimson clover	111,300	214,000	4,420,800	3,269,500	3,269,500	274,500
Red clover	358,400	34,800	387,300	3,269,500	3,269,500	274,500
White clover	45,000	76,800	521,000	364,000	364,000	274,500
Clover mixtures .....	.....	1,400	46,400	8,500	8,500	274,500
Meadow fescue .....	.....	.....	.....	500	500	274,500
Awless bromegrass	10,000	.....	10,000	.....	.....	274,500
Grass mixtures .....	.....	.....	100	100	100	274,500
Broom-corn millet	2,200	11,000	20,700	53,100	53,100	274,500
Oxheart millet	64,100	.....	95,000	.....	.....	274,500
Rape .....	.....	443,200	71,200	759,300	759,300	274,500
Redtop	732,500	417,600	3,240,000	1,449,200	1,449,200	274,500
English ryegrass	500	.....	500	.....	.....	274,500
Italian ryegrass	585,700	22,400	1,005,900	426,200	426,200	274,500
Timothy	195,500	107,200	843,600	476,900	476,900	274,500
Hairy vetch	390,300	43,600	2,009,700	797,600	797,600	274,500
Spring vetch	198,500	.....	337,800	556,800	556,800	274,500

The Seed Laboratory of the Bureau of Plant Industry reports the following imports of forage plant seeds not subject to the Seed Importation Act:

Bentgrass	37,800	15,200	90,100	76,300
Biennial white-flowered sweet clover	232,000	787,000	366,100	812,100
Biennial yellow-flower clover	5,100	.....	76,900	11,000
Bur clover .....	.....	4,600	.....	4,600
Crested dog's tail	3,000	5,100	16,300	14,000
Clewings fescue	6,700	30,000	397,400	501,000
Other fescues	151,600	82,100	583,200	350,400
Carpet grass	1,500	.....	5,700	.....
Rescue grass .....	.....	.....	3,100	.....
Rhodes grass	2,200	.....	12,000	2,300
Rough-stalked meadow grass	4,400	1,000	39,000	3,200
Sainfoin .....	.....	.....	300	.....
Sweet vernal grass	200	400	400	500
Molasses grass	41,800	.....	80,500	.....
Tall paspalum .....	.....	.....	.....	4,500
Velvet grass .....	.....	.....	5,900	.....
Wood meadow grass	12,300	3,800	14,500	4,900
Serradella .....	.....	.....	.....	200

(1) All from Canada. (2) All from Hungary. (3) All from France, except 600 pounds from Italy. (4) 259,700 pounds from Holland, 220,500 pounds from Hungary, 104,100 pounds from Germany, 63,900 pounds from Poland, 49,900 pounds from Japan, 34,400 pounds from England. (5) 461,900 pounds from Ireland, 29,800 pounds from Scotland, 15,000 pounds from New Zealand. (6) 147,200 pounds from Ireland, 41,500 pounds from France, 6,800 pounds from Scotland. (7) 164,500 pounds from Czechoslovakia, 124,000 pounds from Latvia, 86,300 pounds from Germany, 12,000 pounds from Canada and 3,500 pounds from Poland. (8) 109,400 pounds from Holland, 89,100 pounds from Germany.

LATE SPURT IN GRASS SEEDS

By C. K. TRAFTON

Seasonable irregularity and unsettlement were the outstanding features of the local seeds market during the greater part of the past month. As a rule, clear-cut form was lacking, definite quotations being difficult to obtain, as there was a wide difference of opinion as to values. A late revival in leading grass seeds was somewhat of a feature. In the main the trend of prices has been downward; but at the same time others remained fairly firm in their views, as stocks as a rule were not large and the idea persisted in some quarters that the spring season will open up with a good demand which will assure a good selling basis for the relatively small carry-overs.

Red Clover was in poor demand during the first half of the month, buyers generally holding off in expectation of much larger arrivals on previous purchases in France. Subsequently greater interest developed as the substantial increase in arrivals injected more life in the spot position. Toward the end of the month, conditions became decidedly unsettled mainly because of indications that the foreign seed did not seem to be very popular. The easier tone in the spot market for foreign seed was also partly traceable to indications that the adverse reports from this side had caused some French shippers to name lower prices in order to interest buyers. In fact, largely because of the decline in the value of the franc, the trend of the c. i. f. market was generally downward during the month. At the outset the tone was firm as a rule, some shippers claiming that good stocks were largely cleaned up. They were especially firm regarding seed for quick shipment, the latter being quoted in some cases at a premium of 1/4 cent.

Crimson Clover continued virtually neglected, although at one time some inquiry was noted for spring delivery which, however, did not result in business of importance. Nevertheless, as stocks had been fairly well cleaned up and as there were no arrivals from abroad and no evidence that foreign shippers were anxious to sell, the price remained nominally unchanged on a basis of 6 3/4 @ 7 cents duty-paid for first-hand lots and 7 @ 7 1/4 cents for second-hand lots.

White Clover was decidedly quiet much of the time, demand being checked by evidences of liberal supplies. As a consequence prices have declined

sharply, especially on the choicer descriptions, the range now being 32 @ 35 cents, compared with 35 @ 50 cents a month ago.

Alfalfa remained in poor demand throughout the month, and while local stocks were not large and there were no arrivals from abroad, the liberal supplies in the interior served to depress prices here about 1/2 cent, domestic now being quoted at 18 1/2 @ 19 1/2 cents and Argentine seed at 17 1/2 @ 18 1/2 cents duty-paid.

Timothy continued in poor demand for both domestic and foreign account early in the month, and although the market was fairly steady, the previous top price of 8 1/2 cents was practically eliminated, 8 1/4 cents being the general quotation. In fact, increased selling pressure in some quarters resulted in a temporary drop to the 8 cent basis. Late in the month there was a striking improvement in foreign demand and the market again became firm at 8 1/4 @ 8 1/2 cents with less seed evidently available at the inside price. Exports for the month aggregated 2,760 bags, against 3,780 during October.

Red Top was also quiet and easier early in the month, the general quotation being lowered to 31 cents. Subsequently buyers for shipment abroad showed more interest and with stocks light it became more difficult to buy choice seed at 31 1/2 cents, more holders being firm at the previous top level of 32 cents. Total exports for the month were 2,170 bags, compared with 2,440 for the preceding month.

Kentucky Bluegrass was practically the only variety to establish a noteworthy advance during the month, and much of this has been lost latterly, the range of prices now being 34 1/2 @ 36 1/2 cents compared with 34 @ 36 cents a month ago. An early advance to 36 1/2 cents checked buying momentarily, but later the indications of a short crop and a renewal of export inquiry caused a further advance, as much as 38 cents being quoted by some holders. This, however, was generally regarded as extreme and a partial reaction occurred as noted above. Exports were only about 300 bags, compared with about 990 during October.

Alsike was lifeless and slightly easier at 24 @ 26 cents early in the month compared with 25 @ 26 cents a month ago. The market is now back to the former basis owing to better export inquiry and the strength in western and Canadian markets.

Sweet Clover was in slow demand and declined about 1 cent during the month or to 9 @ 9 1/2 cents.

Hairy Vetch also lost about 1 cent, being now quoted at 9 1/2 @ 10 cents.

SEED NEWS FROM MILWAUKEE

By C. O. SKINROOD

Milwaukee is rapidly becoming one of the leading wholesale grass seed centers of the United States, according to one of the best known seedsmen of this state.

Dealers are now reported carrying heavy stocks of seeds and the wholesalers now have the most pressing demands to meet, he added. Most of the local firms are now accumulating heavy supplies of seeds to have them ready for the extensive January and February shipments which are the two biggest shipping months of the year.

One Milwaukee firm is now handling more than \$5,000,000 worth of seeds annually. Most of this trade is taking place in the five months from October to February, inclusive.

Reports received at Milwaukee indicate that Wisconsin will have a fine supply of seed corn this year, because of the heavy yields and the late frosts.

Some 83 corn growers of Wisconsin in 31 Wisconsin counties entered the annual two-acre corn contest according to E. D. Holden, of the University of Wisconsin College of Agriculture. This was a 100 per cent increase over last year and was ascribed to the fine prospects for the corn in the past season.

The rules of this contest require that the corn must yield the equivalent of 100 bushels to the acre with 15 per cent of moisture content.

All of those who reach the 100-bushel yield mark are issued a certificate by the agronomy department of the college to the effect that they are members of the Two Acre Corn Club.

The prizes offered in this contest are \$25 for first, \$15 for second and \$10 for third and \$5 for fourth. The next six prize winners are given enough pure bred seed corn to plant an acre.

M. J. Strunk, of Jefferson County, received one of these "pure seed" prizes. He received an entire bushel of seed corn from the University and the next year he turned in a yield of 171.6 bushels to the acre, the highest corn yield in the history of Wisconsin, according to Prof. Holden.

Jippa Wielanga of La Crosse County passed the 100-bushel yield mark for three years in succession, the only one to reach this point.

Prof. Holden announces that up to this time Brown County has won most of these corn prizes, leading the entire state for high production of corn from pure bred seed.

Some 50 farmers of Portage County have just given a report for the season on the value of Alfalfa as a forage crop. The tests showed that an average acre of Alfalfa is worth from three to four



THE LATE THEODORE SWIFT

at Union Mills, Ind., subsequently operating as the McLane Swift Company. He shortly afterwards bought out the McLane interests but continued to operate under the old firm name for several years. During this time he acquired several country elevators in Indiana and southern Michigan. After about 10 years he moved to Battle Creek, Mich., where he built a large terminal elevator. This elevator burned and Mr. Swift moved to Detroit where he formed a partnership with F. T. Caughey in a company known as Caughey-Swift Company. They bought a 1,000,000-bushel elevator. Shortly before the war the plant was destroyed by fire and the partnership was terminated. From that time on Mr. Swift engaged in the general grain business as the Swift Grain Company. He had served as president of the Detroit Board of Trade and the Michigan Grain Dealers Association. His widow, two daughters and one son survive.

WARREN.—Daniel R. Warren died recently aged 63 years. He was a grain buyer for Bader & Co., at Swan Creek, Ill.

WAYMAN.—James B. Wayman died aged 78 years on November 16. He was for years a member of the Chicago Board of Trade, retiring 10 years ago.

VIRMOND.—Arthur J. Virmond died on November 30 following a heart attack. He was formerly a grain dealer at Milwaukee, Wis. He was South American representative for the Glavin Grain Company of Milwaukee until a year ago when he retired from the grain business.

FIELD SEEDS

(Continued from Page 393)

the co-operative movement in the purchase and sale of Red Clover seed. Those most active in this movement insist on the condemnation of all imported seed and the use of the United States grown seed only. But with the present limited production in the United States, the Department points out, the American farmer can not confine himself to domestic seed, and the importation of something like 12,000,000 to 15,000,000 pounds annually is necessary. As soon as the domestic seed crops become of sufficient quantity to eliminate the need of importing foreign stock, the problem of infected seeds will

times as much as an average acre of Clover and Timothy hay.

One farmer reported that his Alfalfa was three times as valuable as other kinds of hay like Timothy and Clover. Another reported the value as double. One farmer reported much better returns from Alfalfa hay without bran than from other hay, with bran. Most of the farmers in the Portage County test declared that Alfalfa was equivalent with grain in all respects for milk production.

Reports from the Wisconsin Seed Testing Bureau at Madison show that more than 8,000 samples of field seed have been tested in the past year. And the demand for such tests is growing by leaps and bounds. Individual farmers send in their seed to be tested and the service is made use of when one farmer buys from another, or from a local dealer in seeds.

The report also shows that most of the leading seed houses now have their own testing machinery and apparatus. This relieves the state service so that help can be given to the farmers. Unless the seeds offered can meet these careful tests they will no longer be bought by the seed houses, as they are likely to disappoint the growers who finally buy the seeds.

County Agent W. J. Rogan at the Marathon County Grain Show held in Wausau told the farmers under no condition to buy cheap seed. He declared that pure seed, of strong germinating power should be insisted on no matter what the price may be as that is the only kind of seeds which is worth growing. Mr. Rogan said the farmer should purchase only known seed from reliable dealers, as the danger is otherwise too great of getting poor seeds.

J. N. Kavanaugh of Green Bay in Brown County reports that this county is still showing larger gains in Alfalfa acreage than in any other county of the state.

Mr. Kavanaugh has issued a statement showing that pound for pound Alfalfa is better than bran. He pointed out that the Alfalfa contains about 11 per cent of protein as compared with only about 3 per cent in Timothy hay.

The seed market at Milwaukee is ruling steady to firm with no signs of a weakening market all along the line. Dealers are accumulating their stocks now for spring sale and an unprecedented demand is looked for in the spring because of the prosperous condition of farmers of the state following one of the best crop yields in the history of Wisconsin. The potato belts of the state are also expected to be big buyers of grass seeds as potatoes are bringing five to six times as much as they did a year ago.

The Red Clover seed is quoted from \$24 to \$29 for the choice quality goods. The country lots are moving mostly at \$18 to \$23 while dirty and poor quality seed is down to \$10 to \$15. Alsike is wanted and is quoted at \$14 to \$22. White Clover ranges mostly from \$25 to \$32, according to the latest sales. The Timothy seed market is holding steady with the poor goods at \$5.50 to \$6.50, the medium good to choice lots mostly from \$6.75 to \$7.25 and the fancy from \$7.50 to \$7.75. Flax seed has been selling recently in Milwaukee from \$2.60 to \$2.63.

ALFALFA SEED MOVEMENT SLUGGISH

The first week in December reports from shippers all over the country showed that Alfalfa seed was still generally slow in exit from the grower's hands. Reports on quality, however, confirm those of a month ago to the effect that the quality of the 1925 crop was equal to or better than last year in all important sections except southern Idaho, western Kansas, eastern New Mexico and western Texas.

Imports of Alfalfa from July 1 to November 15 amounted to 578,700 pounds, compared with 3,422,700 pounds last year and 4,849,800 pounds two years ago for the same period. Imports probably will continue to come mostly from Canada as Argentina has little or none of its own seed to offer, Hungary had a small crop, Germany's crop was practically a failure, and France had a fairly good crop in the Province district but a rather poor one elsewhere.

DEMAND FOR GARNET SEED RISES

Canadian wheat growers are now exhibiting much interest in the new wheat developed by the Dominion Experimental Farms. Its great advantage is its short growing season. It is mature and ready for reaping within 100 days from sowing, 10 to 20 days ahead of the famous Marquis wheat.

The experiments with Garnet wheat have been going on for a number of years. As the stations at Ottawa had increasing success with it, seeds were sent farther out to experimental farms in all parts of Canada, to test its growing qualities under widely differing climatic conditions. In 1925 Garnet wheat was grown on 100 farms in western Canada, and its record was excellent.

In southern Alberta, Garnet wheat had ripened and was threshed before the early snow and rain storms of this season came, while Marquis wheat was not ready. On a farm in Manitoba the two

wheats were grown in neighboring fields. When the Garnet wheat was ready for the binder, according to the investigator's records, the Marquis still had 10 days or more to go before harvesting. Ten days makes a big difference in the safety of such a crop on the Canadian prairies.

This year a crop of 12,000 bushels of the new wheat was harvested. It will be available in small quantities for seed. If all goes well the next harvest will greatly increase the seed supply and before long the crop may be measured in millions of bushels. The wheat-growing area will be pushed farther north and an important food product will be made more certainly available for those who need it.

FIND RAPID-RESULT SEED TEST

Rapid methods of seed testing, enabling testers to determine seed vitality in only a few hours' time have been discovered, it is reported, by the investigators of the Boyce-Thompson Institute for Plant Research, Yonkers, N. Y. Any injury to the seed, whether produced by age, heat, or freezing may be detected by this test.

The important point in this test is soaking the seed in hot water. Unless soaked, seeds of low vitality may make almost as good showing as the best ones.

Wheat seeds after harvest become dormant, and when tested give misleading results as they wake up in dry storage and when planted give unexpected growth.

These seeds are dried and kept at a lower temperature than formerly. Then the germination tests give practical and accurate results.

POLAND SHIPS MUCH SEED

Over 25,000 tons of seed of different varieties were exported from Poland during the first half of 1925. The total value of the shipments amounted to 10,362,000 zloty, according to advices received by the United States Department of Commerce. One zloty equals \$0.166 at the present rate of exchange. This compares with exports of seeds during the first six months of 1924 of 30,494 tons valued at 9,344,000 zloty. The good crop of this year as compared with the bad crop of last year seems to form good foundation for the opinion that the exports of seeds during the coming six months will far exceed those of the similar period for 1924.

Recently there have been published reports from the Polish-American Chamber of Commerce in the United States to the effect that Poland was improving her economic conditions through reconstruction of her foreign coal trade and through increased exports of grain from the 1925 crop.

WORLD SCORES HIGH ON FLAXSEED

From the International Institute of Agriculture at Rome, come reports indicating a substantial increase in the world flaxseed crop. The Institute reported a preliminary estimate of 75,000,000 bushels for the Argentine crop, a 67 per cent increase over last year, and a production in 10 countries, including India and Russia, of 110,000,000 bushels, compared with 89,000,000 last year.

The United States crop was estimated at 22,332,000 bushels, compared with 30,173,000 last year, the decrease being attributed to a decline in the yield per acre.

OAT SEED FOR HAY PRODUCTION

The principal market for threshed oats on the West Coast is for hay seeding purposes, and is supplied partly by home production. Much red oats seed, however, is shipped in from Texas. Usually only a small part of the seed crop, not exceeding 1,000 tons, is of sufficiently high quality to meet the exacting demands of the milling trade. The remainder is used as stock feed. One of the principal oat seed districts is situated in the rolling hill lands tributary to the Bay of Monterey in central California. Formerly this territory produced oat seed on 15,000 to 20,000 acres, chiefly of the Coastblack variety, but in 1924 the area had fallen to about 3600 acres, sown principally to Coastblack.

The Coastblack oat, both as a hay and grain crop, is produced exclusively in the coast regions of California, and is distinct from the black varieties of Oregon and Washington. Because of its thick, coarse hulls and prominent awns, it generally

weighs from five to seven pounds per sack less than the California Red oat, but customarily commands a premium of about 10 cents per hundred above it. It is not used for milling and is confined exclusively to the coast regions of the state for hay and seed production.

WESTERN SEED MEN MEET

The seed dealers who attended the twenty-sixth annual fall meeting of the Western Seed Dealers Association at Kansas City, Mo., on November 14 felt repaid for coming after attending the two business sessions and the banquet given them. The morning session was devoted to the discussion of business conduct, resulting in the passing of a resolution binding members to refrain from adverse reflections upon the business methods of fellow dealers, or allowing employees to do so.

In the afternoon, Marcel A. Joly of Paris, France, made an address. The dinner in the evening was tendered the seed men by the Kansas City seeds men at the Kansas City Club.

CONCLAVE OF GRASS SEED DEALERS

The mid-winter meet of the Wholesale Grass Seed Dealers Association was held earlier than usual this year but to judge by the attendance and accomplishments, the seedsmen gained rather than lost by pushing the dates up to November 30 and December 1. Curtis Nye, with the subject "Are Seedsmen Pulling Their Weight?", was one of the speakers before the convention who furnished much food for thought.

At the closing session of the meeting it was suggested that the summer meeting of 1926 be held in London, England. This would provide an opportunity for getting better acquainted with the foreign trade and also provide a chance for the Association members to become more intimately acquainted by being thrown together for some three weeks of business and pleasure. It is estimated that such a trip would cost in the neighborhood of only \$750 per person. Half a dozen of those present signified their willingness to make the trip if London is selected as the meeting place.

COLD PROOF CORN

In tests conducted at the Ohio Experiment Station it was found that seed corn containing 30 per cent moisture will not stand a temperature as low as 16 degrees for more than 10 hours without injury. It was conclusively shown that freezing injury to seed corn depends upon the length of time it is exposed to cold and to its moisture content as well as to low temperature. Corn containing only 20 per cent water will stand this temperature a whole day.

As the corn becomes dryer than 20 per cent moisture, it was found that the effect of both cold and long exposure diminishes rapidly. At the Ohio station, well-adapted field corn contains as a yearly average about 28 per cent moisture on the first of November. Late corn averages about 6 per cent more moisture at that time and its germination would be endangered by the severe freezing such as occurred in October this year.

FLAXSEED RATE BASIS SUGGESTED

A basis for flaxseed rate, practically 112.5 per cent of the contemporaneous rates on wheat, "for intrastate application in Minnesota and interstate application in the Northwest," has been recommended by Examiner Woodrow, of the Interstate Commerce Commission. The suggestion grew out of the case of South Dakota's Board of Railroad Commissioners vs. the Chicago & Northwestern Railroad.

As summarized by the examiner, the complaint by the rail board alleged that the rates on flaxseed from points in South Dakota to Minneapolis, Duluth, Chicago, Milwaukee, Des Moines, Omaha, and Kansas City, were unreasonable; that the rates from South Dakota, Iowa, Minnesota, Montana and North Dakota to the destinations mentioned, other than South Dakota; and that the intrastate rates from Minnesota points to Minneapolis and Duluth were unduly prejudicial to South Dakota shippers and preferential of Minnesota shippers. After the filing of the complaint, Woodrow said, the parties attempted to reach an agreement in respect of the proper flaxseed basis. They failed and the case

BETTER SEEDS; BETTER CROPS
SEEDS
PRUNTY SEED & GRAIN CO.
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BUYERS—SELLERS, FIELD SEEDS

ED. F. MANGELSDORF & BRO.

Wholesale Field Seeds

First and Victor Sts., St. Louis, Mo.

was set for hearing in February, 1925. When that was done some of the carriers filed schedules they thought proper. The carriers filed the schedules were filed with a view to removing the cause of complaint. With exceptions, the schedules named rates equal to 120 per cent of the contemporaneous wheat rates.

Woodrow said that the rates on flaxseed now in use had no uniform relationship to the rates on wheat, the spread varying from station to station. In some instances, he said, they were 1 cent less than rates on wheat but that in most instances they were from 1/2 cent to 8.5 cents higher from stations in South Dakota east of the Missouri and from 7 to 25 cents higher from stations west of that dividing line.

Complainants pointed to the fact that flaxseed in Canada moved on rates equal to wheat or on rates only 1.5 to 2 cents higher. In conclusion the examiner said that flaxseed rates should be fixed by the commission so as to be 112.5 per cent of the contemporaneous wheat rates.

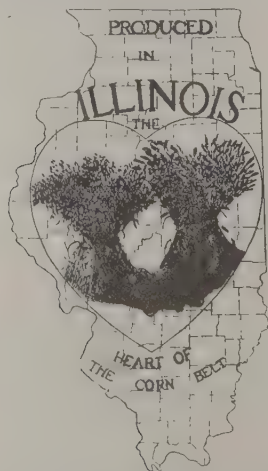
NEW YORKERS SEEK SEED PROTECTION

The New York state delegation to the annual convention of the American Farm Bureau Federation in Chicago, December 7, took a stand for "absolute protection" against seed grown in France, Italy, Africa and South America. Seeds produced in southern lands, it was explained, cannot withstand the rigorous climatic conditions of the northern United States and therefore many farmers feel they should be protected against such importations, either by means of an embargo against certain varieties, or by staining seeds shipped from abroad so that they may be readily identified.

"The great menace of foreign seed," said a spokesman of the eastern group, "lies in the tremendous loss of hay which yearly results from this imported seed. These losses very directly affected the cost of producing milk for example, for in the absence of good hay, which provides home-grown feed for the cows, the dairyman has to buy more concentrates."

NEW SEED TRADEMARK

The following new seed trademark was recently published in the *Official Gazette* of the United States Patent Office: "Produced in Illinois" field



seeds. Illinois Crop Improvement Association, Urbana, Ill. Filed January 5, 1925. Serial No. 207,680.

FORCE ALFALFA SEED IMPORTS

Foreign Alfalfa seed is not spoken of in very glowing terms in the report of the Secretary of Agriculture on field tests of imported Alfalfa seed: "Our domestic supply has rarely, if ever, been adequate for home needs. In the past two or three years the supply has not nearly kept pace with home consumption and has resulted in the importation of considerable quantities of seed from foreign sources, particularly Argentina and South Africa. This seed has been sown very generally in the eastern part of the United States, regardless of latitude.

"Although the seed from Argentina, according to the preliminary tests that have been made by the Department, gives very satisfactory results as far north as central Pennsylvania, it does not appear to be sufficiently hardy north of this line to be dependable. On the other hand, the seed from South Africa, according to the preliminary tests, which are not nearly as extensive as those made with seed from South America, does not appear to be particularly well suited to any part of the United States where Alfalfa is grown. The tendency to increase the acreage of Alfalfa, particularly east of the Mississippi River, is now very marked. This tendency has resulted in very large increased demands for Alfalfa seed."

SEED NOTES

The Coles Seed Store at Pella, Iowa, has been bought by the De Jong Floral & Seed Company of that city.

W. E. Bass is president of the Bass-Isgrig Seed Company which has been chartered at Little Rock, Ark., capitalized at \$10,000.

New seed cleaning machinery has been installed by the J. E. Crowder Seed Company of Sullivan, Ill., and some special design elevators installed.

Capitalized at \$25,000, the Ranney Seed Company has been incorporated at Omaha, Neb. C. A. Ranney, Gould Dietz and B. D. Ranney are interested in the company.

The four-story brick warehouse at Staten Island, N. Y., has been leased by the I. L. Radwaner Seed Company, Inc., of New York City which will use it for a cleaning plant.

Paul Workman has organized at Rock Hill, S. C., as the Dixie Seed Company. He has bought the business of the Garrison-Hutchison Seed Company now being liquidated.

The Michehill Seed Company of St. Joseph, Mo., has sold out its business to the Mangelsdorf Seed Company of Atchison, Kan. The Mangelsdorf company will continue it under the same name.

The Halifax Seed Company of Halifax, Canada, was recently taken over by Fred Tregunno, who for a number of years was associated with Steele, Briggs Seed Company, Ltd., of Toronto, Canada.

Four new bins are being built for handling Clover and other seeds in bulk for the Haley-Nelley Company of Sioux City, Iowa. The company also installed new cleaners, scarifiers, Fairbanks Direct Drive Motors.

Larger quarters are now occupied by the Western Seed Marketing Company of Salt Lake City, Utah. It is fully equipped for the final grading, storing and analyzing of Alfalfa and Clover seed which constitute the larger share of its business.

Union Dairy Products Company

Sales Office, Fuller Building

Jersey City, New Jersey

Direct Shippers of

Dried Milk—Dried Buttermilk

Grain and Seeds

WRITE FOR WHOLESALE PRICES

On Seed Corn, Timothy, Clover Seeds, Onion Sets, etc. BECKMAN'S SEED FARM, Cokato, Minn.

HELP WANTED

Wanted.—Miller for modern mixed feed plant. One who is thoroughly capable of handling very up-to-date mill for making poultry feed, dairy feed, mashes, Alfalfa, molasses feed and all kinds of mixed feeds. State age, qualifications, experience and salary in first letter. HARDEMAN-KING COMPANY, Oklahoma City, Okla.

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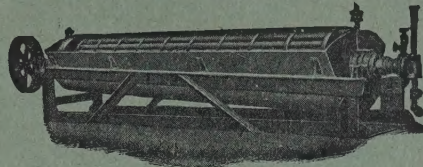
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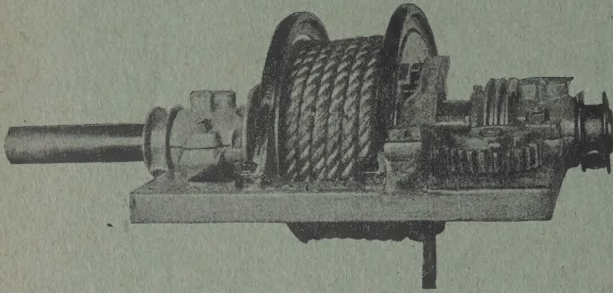
Without any obligation on your part, we shall be glad to send you samples of wheat before and after washing, and tell you how others are profiting by the use of this wonderful machine.

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For many years the Standard Belting for elevators.

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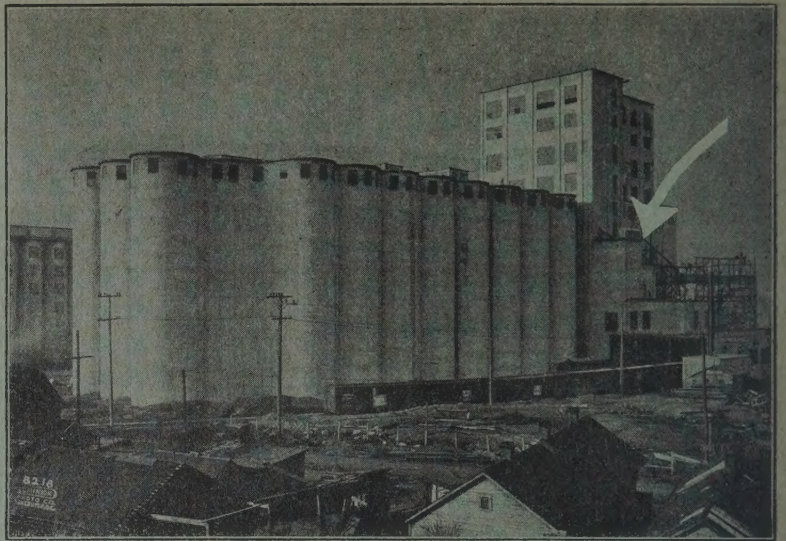
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Uses fresh air in both drier and cooler.

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